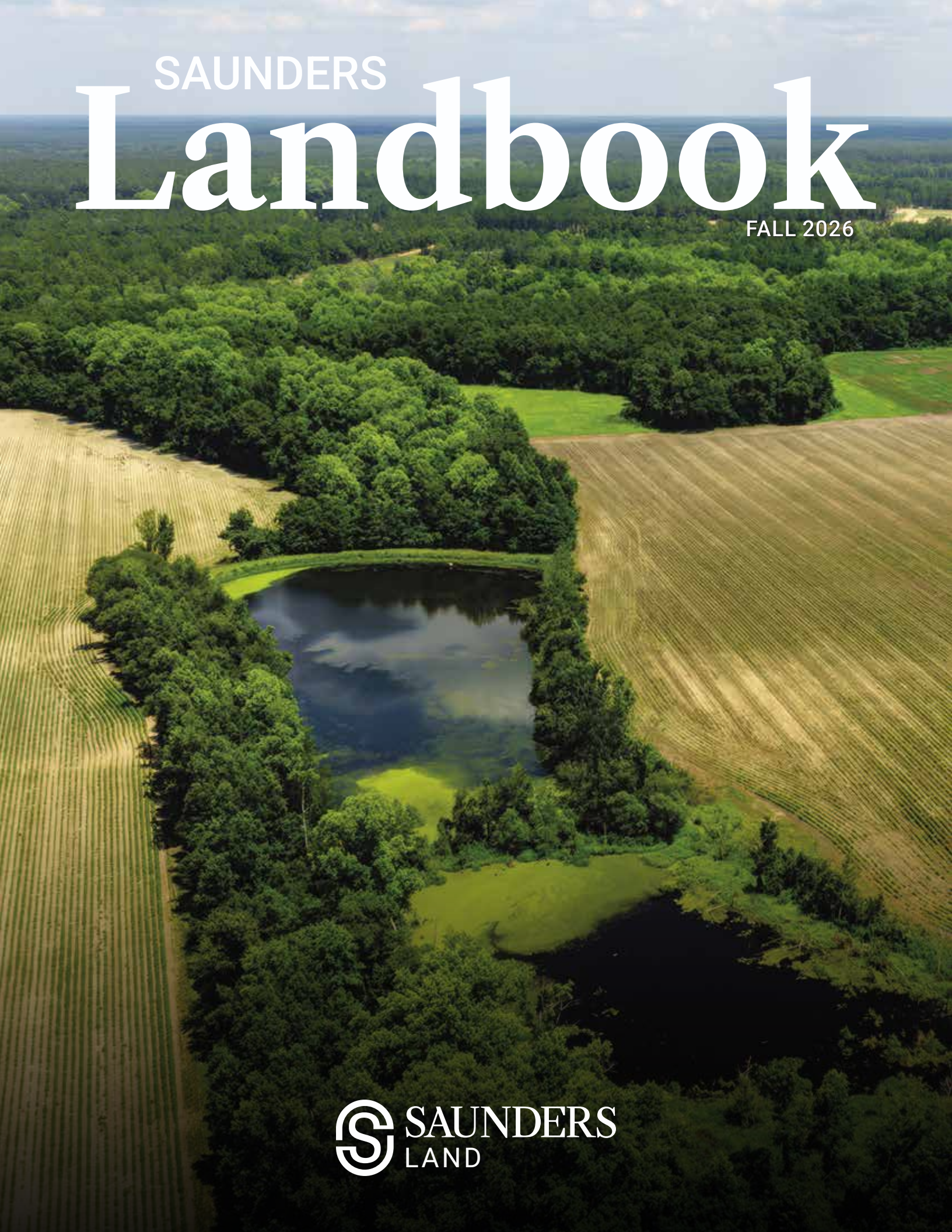
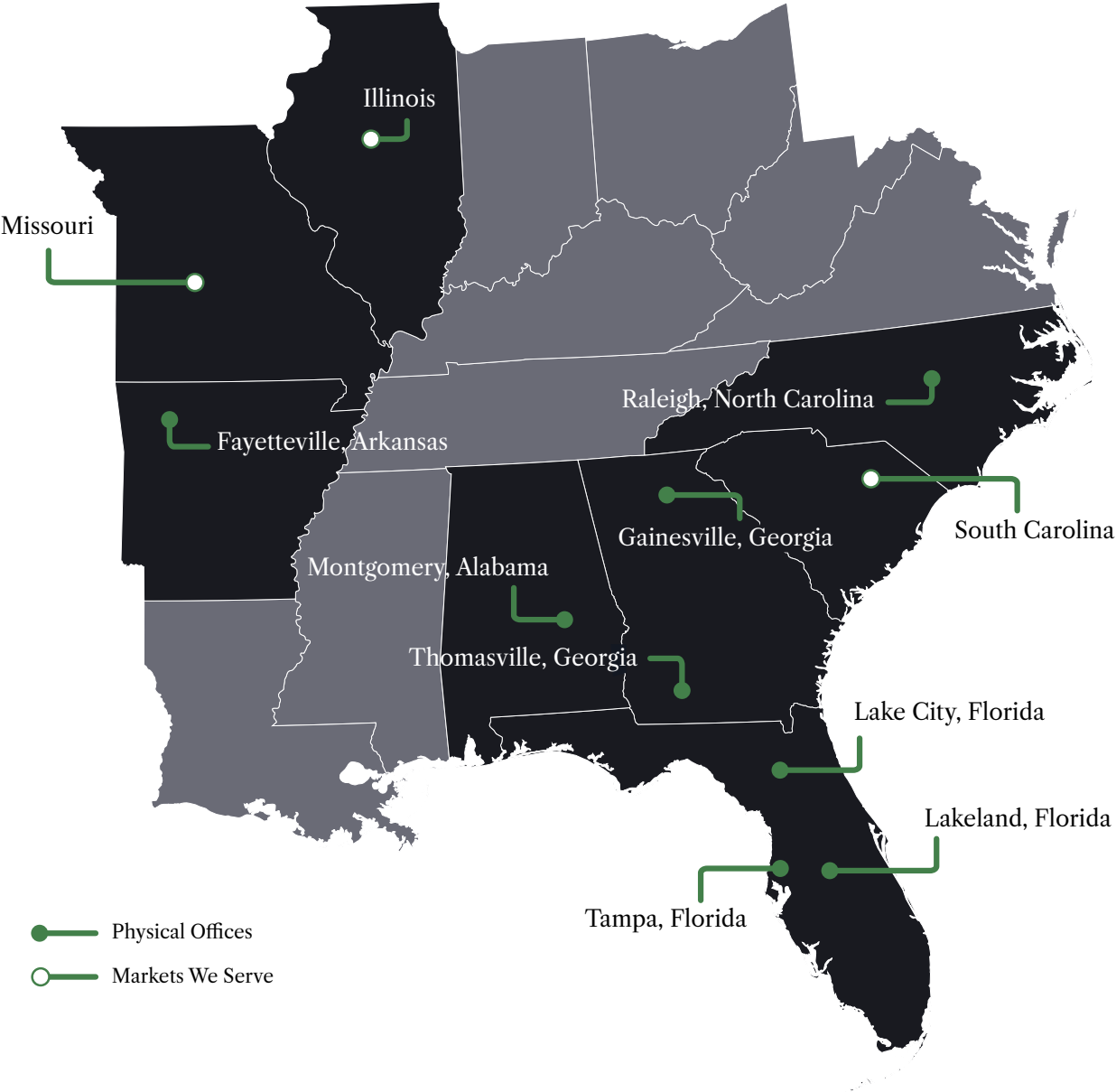




SAUNDERS Landbook

FALL 2026

Rooted in Land™



SAUNDERS
LAND



SAUNDERS
COMMERCIAL



SAUNDERS
AUCTIONS



SAUNDERS
VALUATIONS

A Word From our President

Twice a year, this landbook gives us the chance to step back and share what's happening across the land we love with new listings, market insight, and the stories of the people who steward it. It's an honor to bring you this edition on behalf of the entire Saunders Land team.



For three decades, our team has been rooted in land: representing buyers, sellers, investors, and institutions across the country, and building a national reputation in brokerage, conservation, agriculture, and investment. With over \$8 billion in transactions, including more than \$1 billion transacted last year alone, and a portfolio of over 80,000 acres under management, that legacy is one I'm proud to carry forward.

We've also grown in new ways this past year. The launch of our valuations company now allows us to offer clients trusted, in-house appraisal expertise, while our new auction company gives sellers another powerful path to market by expanding the ways we can serve landowners at every stage of ownership.

But numbers only tell part of the story. What I value most is the relationships with the landowners who've trusted us across generations, the buyers who've become friends, and the team of experts who bring genuine passion to every acre we touch. This landbook is a reflection of that community: our newest listings, insights from our team, and a look at the opportunities shaping land ownership today.

Whether you're exploring your next acquisition, planning for the future of land you already hold, or simply want to see what's happening in the market, I hope you find something in these pages that speaks to you. Thank you for being part of the Saunders Land story.

Tyler Davis, ALC, President

tyler@saundersrealestate.com



**LAY OF THE
LAND**
MARKET REPORT

Backed by expert insight, the Lay of the Land® Market Report is the leading authority for anyone engaged in land real estate. With insights grounded in analyzed transactions, property values, and trends, these reports serve not only as a benchmark but as a strategic tool for landowners, investors, and professionals navigating complex land decisions.

SAUNDERS Landbook

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FEATURED COVER LISTING

Sunbury Farm

Sunbury Farm is an exceptional 258-acre property located on Sunbury Road in Evans County, Georgia.

Featuring approximately 99 acres of productive farmland, 51 acres of pine plantation, 104 acres of mature hardwood bottomland timber, and a scenic 4-acre pond, this property offers the perfect balance of farm and timberland acreage. Ideally situated less than an hour from Savannah, approximately 30 minutes from Statesboro, and just 10 minutes from Claxton, Sunbury Farm is the ideal rural retreat for sportsmen seeking a high caliber recreational tract.

(additional details on page 21)



Acreage and Estates



Hartford Lake Fishing and Hunting with House

518 Acres • \$3,500,000 • Hartford, AL

Mike Matre, ALC, RF, ACF

Hartford Lake, is a professionally managed 190 ± acre pristine spring-fed cypress lake located in the heart of the property, and is one of the largest private lakes in Alabama. About a third of Hartford Lake is dotted with cypress trees, ranging from isolated single trunks to dense, thriving groves.



10 Shy Homestead

425 Acres • \$2,125,000 • Clopton, AL

Hoke Smith IV, ALC and Dusty Calderon

Located in northern Henry County near the Edwin Community, 10 Shy Homestead encompasses approximately 425 acres of rolling Wiregrass landscape in Clopton, Alabama. The property enjoys over two miles of frontage along County Roads 75, 259, and 54, providing access from multiple directions and creating long-term flexibility for future use, management, or investment.



Greenville Airstrip Estate

177 Acres • \$1,200,000 • Greenville, AL

Mike Hutcheson, RF and Morgan Battiste



Williston 68 Acre Ranchette and Homesite

68.56 Acres • \$1,028,100 • Williston, FL

Shea R. Booster, Zane Mueller and
David Hitchcock, ALC



Beasley Homeplace Tract 1A

66.23 Acres • \$469,725 • Claxton, GA

Chap Shuman

Acreage and Estates



Hudson Spring Estate and Ranch

60.2 Acres • \$4,800,000 • Hudson, FL

Trace Linder and Sid Bhatt, CCIM, SIOR

This 60-acre ranch property in Hudson, Florida, is defined by its freshwater spring, large pond, and mature Florida landscape. A 3-bedroom, 3-bath block home overlooks the spring, while a barn and equipment shed provide additional improvements. Throughout the property, a mix of pines, mature Florida live oaks, and scrub oaks create a beautiful natural setting, with established trails through the oak hammocks for hiking and riding. Zoned AR, the property combines natural water features, existing improvements, and a secluded setting within Hudson's growing corridor



Beasley Homeplace Tract 1B

50.37 Acres • \$347,553 • Claxton, GA

Chap Shuman



Cedar Pines Retreat

45 Acres • \$850,000 • Mathews, AL

Hoke Smith IV, ALC

The land features a mix of rolling prairie, cedar stands, and pine timber, creating a diverse landscape with scenic views and strong wildlife habitat. A 3.5-acre stocked pond serves as a focal point, with a 400-square-foot Timbercraft Tiny Home overlooking the water



Tater Mountain North

40 Acres • \$400,000 • Dardanelle, AR

David Hill and Greg L. Hay, ACF, CF, RF



Beasley Homeplace Tract 4

30.65 Acres • \$250,012 • Claxton, GA

Chap Shuman



Weirsdale 30 Acre Tract

30 Acres • \$1,800,000 • Weirsdale, FL

Trish Leisner, CCIM

Acreage and Estates



Tater Mountain East

30 Acres • \$300,000 • Dardanelle, AR

David Hill and Greg L. Hay, ACF, CF, RF



Tater Mountain West

30 Acres • \$300,000 • Dardanelle, AR

David Hill and Greg L. Hay, ACF, CF, RF



South Lake County Acreage

29 Acres • \$395,000 • Clermont, FL

Zeb Griffin, ALC



Edgefield Homesite

27 Acres • \$135,000 • Clayton, AL

Hoke Smith IV, ALC and Dusty Calderon



Pike Road Estate

24 Acres • \$399,000 • Pike Road, AL

Eric Leisy, ALC, GRI



West Lake Buffum Acreage

20.17 Acres • \$350,000 • Fort Meade, FL

Daniel Lanier, ALC



Barbour County Homesites

20 Acres • \$160,000 • Clayton, AL

Hoke Smith IV, ALC and Dusty Calderon



Woods Road Farm Tracts

**14.98 - 28.12 • Acres • \$74,900 - \$140,600
Weoka, AL**

Eric Leisy, ALC, GRI



Pressler Farm Tract 2

12.085 Acres • \$127,500 • Lyons, GA

Chap Shuman

Acreage and Estates



Hardeman's Secret Garden Estate, Venue and Nursery

10.98 Acres • \$4,750,000 • Dover, FL

Trace Linder and Sid Bhatt, CCIM, SIOR

Hardeman's Secret Garden spans 10 acres with a 13,000-square-foot, six-bedroom residence surrounded by gardens and an extensive collection of recreational and event amenities. The grounds feature a pool and spa, putting green, commercial outdoor kitchen, tropical waterfall and koi pond, butterfly enclosure, amphitheater, and Asian Garden pavilion. A 6,000-square-foot Orchid House with retractable ceilings and walls anchors the property's event space, complemented by a 40-person chapel with custom stained glass. A wholesale plant nursery, secondary residence used as an office, and established event venue further reflect the property's unique combination of residential, agricultural, and commercial uses.



Everly Place Homesite

10.7 Acres • \$160,000 • Prattville, AL

Hoke Smith

Three approved and platted lots make up this 10.7 ± acre property, with individual lots ranging from 1.43 ± acres to 5.04 ± acres. Set in the quiet countryside of Autauga County, the property offers a peaceful rural setting with convenient access to Prattville and Pine Level. A gravel entrance is already in place, with utilities available at the county road.



Spring Mountain Airstrip Lot

10 Acres • \$100,000 • Dardanelle, AR

David Hill and Greg L. Hay, ACF, CF, RF



Snyder 9.6 Acre Homesite

9.6 Acres • \$209,900 • Sebring, FL

Daniel Lanier, ALC



Blanton Road 7.38 Acres

7.38 Acres • \$470,000 • Dade City, FL

Keaton Greene

This 7.38 ± acre property offers approximately 950 feet of road frontage along Blanton Road / SR 41 in Dade City and includes areas of tree plantation. Located near growing residential activity along the Dade City and eastern Pasco corridor, the property offers flexibility for residential, agricultural, or recreational use.

Acreage and Estates



Rutledge Mini Farm

6.38 Acres • \$47,786 • Luverne, AL

Kent McNaughton



Pressler Farm Tract 3

4.23 Acres • \$42,500 • Lyons, GA

Chap Shuman

Consisting primarily of cultivated farmland, this 4.235-acre tract features approximately 1,125 feet of combined road frontage with overhead power available. Predominantly Tifton soils across the upland acreage support agricultural uses, while the property's size and rural setting also offer potential for a country homesite.



Spring Mountain Trophy Lodge and Cabin

3 Acres • \$990,000 • Dardanelle, AR

David Hill and Greg L. Hay, ACF, CF, RF

Perched atop Spring Mountain, this property offers expansive views of Mount Nebo, Lake Dardanelle, and the Arkansas River Valley. A custom trophy lodge and separate guest cabin take full advantage of the mountain setting, creating the perfect spot for a private retreat, corporate getaway, luxury short-term rental, or recreational headquarters.



Hess Drive 2.88 ± Acre 3 Lot Package

2.88 Acres • \$155,000 • Laurel Park, NC

Kenneth Chesson and Shea R. Booster



Lot at Rivers Edge

1.45 Acres • \$86,500 • Heber Springs, AR

Chance Creighton



Aripeka Road Coastal Homesite Acreage

0.96 Acres • \$135,000 • Hudson, FL

Keaton Greene and Luke Dierlam



Castle Ridge Lots

0.6 Acres • \$22,000/Lot • Wetumpka, AL

Eric Leisy, ALC, GRI

LAY OF THE LAND[®]

C O N F E R E N C E

Monday, April 19 - Wednesday, April 21, 2027
Atlanta, Georgia

22nd

ANNUAL
LAY OF THE LAND[®] CONFERENCE

700+

LANDOWNERS, INVESTORS
AND INDUSTRY LEADERS

60+

EXPERTS SHAPING
THE CONVERSATION

USE THIS CODE
TO REGISTER



Development Land



Bay County Residential Development

1,200 Acres • \$14,250,000 • Panama City, FL

Austin Fisher

Bay County Residential Development is approximately 1,200 acres and located along the US 231 corridor. The property is adjacent to established master-planned communities and has an Urban Community Future Land Use designation. It is conveniently located near Panama City, Gulf Coast beaches, and Tyndall Air Force Base.



Spring Warrior Cove

243 Acres • \$5,500,000 • Perry, FL

Jeremiah Thompson, ALC

Spring Warrior Cove encompasses 243 ± acres with ½ ± mile of frontage along Spring Warrior Creek, along with Echo Spring and distinctive geologic features. Near the Big Bend Wildlife Management Area and Big Bend Seagrasses Aquatic Preserve, the property offers access to fishing, scalloping, boating, hunting, and other outdoor recreation. Its natural features and preserved acreage create opportunities for residential development, recreation, and conservation along Florida's Gulf Coast.



Alachua Multi-Acre Home Development Site

117 Acres • \$4,049,850 • Alachua, FL

Clay Taylor, ALC, Shea R. Booster and Clayton Taylor

This expansive property consists entirely of uplands with a mix of coniferous plantations and upland hardwood forests. Agricultural zoning allows for a variety of potential uses, including timber management, recreation, a private estate, or residential development. With frontage along County Road 235 and NW 94th Avenue, the property combines rural acreage and development flexibility with convenient access to Alachua and nearby Gainesville.

Development Land



CR-470 and I-75 Land Investment

177 Acres • \$11,000,000
Lake Panasoffkee, FL

Zeb Griffin, ALC and Tim Sennett, MBA, ALC, CCIM

Owned by the same family for generations, this property has historically supported sod, cattle, and hay production. The predominantly upland acreage features extensive frontage along CR-470 and CR-527N, multiple ponds, and close proximity to I-75.



SWFWMD - Lake Hancock Development Land (LH-1)

76.4 Acres • \$7,500,000 • Bartow, FL

David Hungerford, CCIM, SIOR and Zeb Griffin, ALC



Old Hillsborough Lakefront Development

73 Acres • \$15,500,000 • Seffner, FL

Jerrold Parker and Ryan McGimsey



Lake Mabel Waterfront Development

70.00 Acres • \$2,400,000 • Lake Wales, FL

Keat Waldron, ALC



Johnston County 50 ± Acres on Hwy 301

50 Acres • \$900,000 • Micro, NC

Kenneth Chesson and Robin Fleming



North Florida Residential and Solar Farm

46 Acres • \$50,000/Acre • Alachua, FL

Ken Rembert



US Highway 441 Development Tract

41.49 Acres • \$4,400,000 • Mount Dora, FL

Dusty Calderon and David Saley



Deer Run Development

40 Acres • \$13,680,000 • Winter Haven, FL

Clayton Taylor and Clay Taylor, ALC

Development Land



North Florida Residential, Transitional, and Warehouse
35 Acres • \$50,000/Acre • Alachua, FL
 Ken Rembert



Ocala 31 Acre Development Site
31 Acres • \$1,550,000 • Ocala, FL
 Clayton Taylor and Clay Taylor, ALC



SW Lakeland Multifamily Land
29.72 Acres • \$3,780,000.00 • Lakeland, FL
 David Hungerford, CCIM, SIOR,
 Richard Dempsey, ALC, CIPS and
 Joey Hungerford, MiCP



Nipper Tract Development Land
27.375 Acres • \$245,000 • Cuthbert, GA
 Mike Matre, ALC, RF, ACF and Todd Davis



Leesburg 25 Acre Residential Development Site
25.52 Acres • \$1,790,000 • Leesburg, FL
 Clay Taylor, ALC and Clayton Taylor



Rail Adjacent Mulberry Industrial Land
22.77 Acres • \$3,750,000 • Mulberry, FL
 David Hungerford, CCIM, SIOR and
 Joey Hungerford, MiCP



Frank von Frankenstein 21 Acre Development Tract
21.75 Acres • \$3,900,000
Howey-in-the-Hills, FL
 Trish Leisner, CCIM



Sauvignon Way Development Tract
21.52 Acres • \$2,800,000 • Clermont, FL
 Trish Leisner, CCIM



Ocala Mixed-Use 21.5 ± Acres
21.5 Acres • \$6,000,000 • Ocala, FL
 Shea R. Booster and Zane Mueller

Development Land



Feltrim Lakes Townhome Land
21 Acres • \$4,200,000 • Haines City, FL
 Clay Taylor, ALC and Clayton Taylor



**Haines City
 Approved 120 Lot Subdivision**
20.75 Acres • \$2,350,000 • Haines City, FL
 Marvin Puryear



**20 Acre Highway 70
 Development Site**
20.15 Acres • \$1,400,000 • Calera, AL
 Jay Gilmer and Tyler Davis, ALC



**Sebring Multifamily
 Development Site**
19.84 Acres • \$1,091,200 • Sebring, FL
 Trace Linder and Sid Bhatt, CCIM, SIOR



Polk City Development Land
18.71 Acres • \$1,600,000 • Polk City, FL
 David Hungerford, CCIM, SIOR and
 Joey Hungerford, MiCP



**Sarasota County Residential
 Development Opportunity**
17 Acres • \$9,000,000 • Nokomis, FL
 Eric Ammon, CCIM, Ron Zeigler and Craig Morby



**CR-48 and Guava Street
 Development Land**
12.4 Acres • \$800,000 • Yalaha, FL
 Rick Gonzalez, ALC, CCIM



**Winter Lake Road
 Development Site**
**11.62 Acres • Contact For Pricing
 Winter Haven, FL**
 Lauren Ralston Smith, CCIM, CPM and Carly Powell



**Lake Wales
 26 Single Family Lots**
9.45 Acres • \$715,000 • Lake Wales, FL
 Clay Taylor, ALC and Clayton Taylor

Development Land



Sam Allen Road Medical Development

9.86 Acres • \$6,500,000 • Plant City, FL

Ryan McGimsey and Jerrod Parker



Dade City US 301 Commercial and Industrial 9.5 ± Acre Development Site

9.5 Acres • \$3,900,000 • Dade City, FL

Trace Linder and Sid Bhatt, CCIM, SIOR



Gateway Development Opportunity

9.06 Acres • \$3,900,000 • Pinellas Park, FL

Ryan McGimsey, Jerrod Parker and Keaton Greene



Causeway Blvd IOS and Development Site

9 Acres • Contact For Pricing • Tampa, FL

Ryan McGimsey and Jerrod Parker



I-65 and Hwy 113 Commercial Lot

9 Acres • \$1,100,000 • Brewton, AL

Eric Leisy, ALC, GRI



8536 State Road 33 N

8.06 Acres • \$1,625,000 • Lakeland, FL

David Hungerford, CCIM, SIOR and
Joey Hungerford, MiCP



Vistas Multifamily Land

7.06 Acres • \$1,050,000 • Lakeland, FL

David Hungerford, CCIM, SIOR, Richard Dempsey,
ALC, CIPS and Joey Hungerford, MiCP



State Road 544 Development Land

6.52 Acres • \$1,350,000 • Haines City, FL

Lauren Ralston Smith, CCIM, CPM and Carly Powell



5.48 Acres U.S. Highway 19

5.48 Acres • \$1,450,000 • Hudson, FL

Keaton Greene

Development Land



Wilder Road Development Land

5.33 Acres • \$2,199,000 • Plant City, FL

Ryan McGimsey and Jerrod Parker



North Wilder Road Development Site

5.15 Acres • \$1,750,000 • Plant City, FL

Jerrod Parker and Ryan McGimsey



Highway 231 Commercial Lot

4 Acres • \$299,000 • Wetumpka, AL

Eric Leisy, ALC, GRI



Recker Highway Business Park

3.87 - 4.21 Acres • \$760,000 - \$925,000 • Winter Haven, FL

Richard 'Mac' Bayless



Minneola Vacant Commercial

3.6 Acres • \$600,000 • Minneola, FL

Shea R. Booster and Clay Taylor, ALC



Bonifay SR-79 Frontage Land

2.85 Acres • \$220,000 • Bonifay, FL

Dusty Calderon



County Line Road Industrial Acreage

2.58 Acres • Contact For Pricing • Lakeland, FL

Richard 'Mac' Bayless



State Road 60 Mulberry Industrial Land

2.34 Acres • \$450,000 • Mulberry, FL

David Hungerford, CCIM, SIOR and
Joey Hungerford, MiCP



Hwy 27 Minneola 2 Acre Retail Outparcel

2 Acres • \$1,300,000 • Minneola, FL

Marvin Puryear

Development Land



CR 48 Commercial Corner Lot
1.6 Acres • \$1,500,000 • Okahumpka, FL
 Trish Leisner, CCIM



Lake Wire Multifamily Development Site
1.58 Acres • Contact for Pricing
Lakeland, FL
 Trace Linder and Sid Bhatt, CCIM, SIOR



1.5 AC of High Visibility Commercial Property
1.54 Acres • \$375,000 • Avon Park, FL
 Craig Morby and Eric Ammon



Lakeland Park Center Outparcel
1.02 Acres • \$925,000 • Lakeland, FL
 Richard 'Mac' Bayless



Hwy 50 Commercial Land - 1 Acre Groveland, FL
1 Acre • \$650,000 • Groveland, FL
 Marvin Puryear



Lake Wales Commercial Site with State Road 60 Frontage
0.96 Acres • \$300,000 • Lake Wales, FL
 Maricruz Gutierrez Mejia



Kershaw Industrial Lot
0.65 Acres • \$169,000 • Montgomery, AL
 Eric Leisy, ALC, GRI



Plymouth Highway 64 Commercial Pad Site
0.62 Acres • \$35,000 • Plymouth, NC
 Kenneth Chesson and Robin Fleming



Stunning Downtown Lakefront Commercial Lot
0.56 Acres • \$1,299,000 • Lakeland, FL
 Craig Morby and Eric Ammon, CCIM

Sell With A Plan, Bid With Clarity

Saunders Auctions is the auction services division of Saunders Real Estate, built on the same land expertise that has defined this firm across the Southeast and now extending regionally into the Midwest. That foundation matters as an auction is only as strong as the people running it, and our team brings decades of hands-on knowledge to every sale. We work across land and commercial assets alike, farmland, timberland, ranches, recreational tracts, and development ground, wherever a landowner needs a defined sale date and a market-tested price rather than an open-ended listing.

An auction is not a sign of a distressed property or a last resort; it is simply a tool, and often the right one, for a seller who values certainty as much as price.

For a landowner, an auction usually arrives when timing matters as much as price: an estate that needs to close on a schedule, a portfolio that needs to be liquidated, a 1031 exchange deadline, or simply a seller who wants certainty instead of an indefinite wait on offers.

For a broker, it is a tool to help a client achieve their goals, letting the market, not a single buyer, determine the outcome.

For a buyer, it is a transparent process; every bidder sees the same information, works from the same due diligence package, and competes on equal footing.

Through Saunders Auctions we have the ability to tailor our sale method based on geographic location and the customary sale methods in your market. What works for a large timberland tract in one region may not be the right fit for a smaller recreational parcel in another, and part of our value is knowing the difference.

We offer a variety of auction formats designed to maximize buyer interest and create competition:

- **Timed Online Auctions** – Flexible, extended bidding periods that allow buyers to participate at their convenience, while maintaining an ending time.
- **Virtual Live Online Auctions** – Real-time, dynamic bidding that generates immediate market feedback and competitive engagement, while allowing for bidder anonymity.
- **Hybrid Auctions** – Combines in-person and online bidding, to reach a broad audience while maintaining transparency and allowing for in person and absentee bidding to occur.
- **Call for Offers/Sealed Bid** – a private, controlled, deadline-driven process well suited to buyers or situations where a public bidding event isn't the right fit, while still creating competitive pressure toward a firm decision date.

An auction is not a sign of a distressed property or a last resort; it is simply a tool, and often the right one, for a seller who values certainty as much as price.

Getting started is simple. Reach out to us and we will begin by evaluating the property and recommending the right format, whether that's a Hybrid, Virtual Live Online, Timed Online, or Call for Offers/Sealed Bid sale method. That evaluation looks at the property, market conditions in that specific region, and buyers, because the right format is what makes the auction work, not a one-size-fits-all approach. From there we build a marketing campaign with broad reach across regional, national, and investor buyer networks, paired with supporting due diligence material, industry-leading marketing, and professional inspection to put complete and detailed information in front of bidders before auction day. That preparation is what allows buyers to bid with confidence and sellers to trust the price the market ultimately sets. Working with our team of experienced advisors, you will have both a local and regional presence from Saunders Auctions, someone who knows the property and the market immediately around it, backed by a platform built to reach buyers well beyond it.

What you receive is a defined sale date, a transparent and competitive bidding process, and a closing timeline you can plan around from day one. There is no open-ended wait for the right offer to materialize, no uncertainty about how many buyers are truly interested, and no question about whether the price reflects what the market will actually bear, because the auction answers that question in real time, in full view of every bidder. We would welcome an opportunity to discuss how Saunders Auctions can help service you.



Spencer Smith AFM, ALC
Land & Auctions Managing Director
309-826-7736
spencer@saundersrealestate.com

Auctions

Walden Farms



Tuesday, November 10, 2026 at 10:00 AM
Virtual Live Online Auction

423.34 ± Acres offered in 4 Parcels
DeWitt County, Illinois

Spencer Smith AFM, ALC

Saunders Auctions is pleased to present the Walden Farms in DeWitt County, IL. Comprised of 423.34 acres m/l and offered in 4 parcels ranging from 73 to 120 acres, this is your opportunity to own high-quality, investment-grade farmland in one of Central Illinois' top-producing corn and soybean counties. The farm boasts an average Productivity Index of 140.6 across all tillable acres, ranking among the best soils in the State of Illinois and the Country, with Ipava and Sable silt clay loam as the primary soil types. These are the kind of farms investors seek, and farm operators desire, thanks to their productive soils and their track record of stable, consistent returns. Don't miss your chance to bid your best price on the Walden Farms. To learn more, contact Spencer Smith or visit SaundersAuctions.com



Etter Family Portfolio



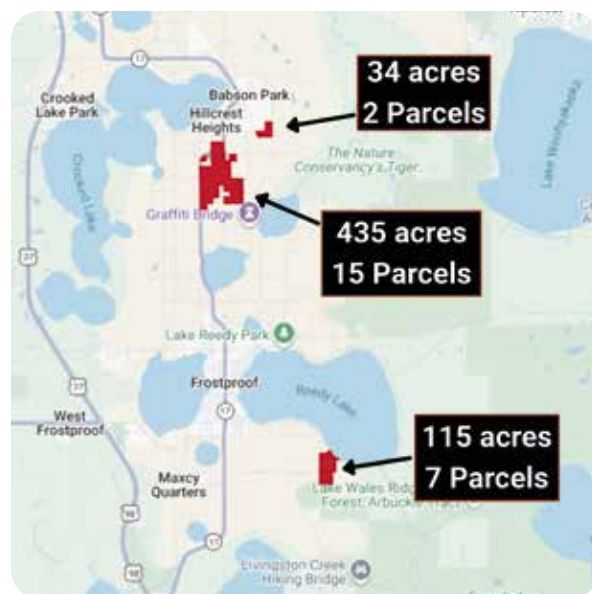
Thursday, October 22, 2026 at 5:00 PM

Timed Online Auction

584 ± Acres offered in 24 Parcels
Polk County, Florida

Dean Saunders ALC, CCIM, Richard Dempsey ALC, CIPS,
 Spencer Smith AFM, ALC, and Nick Dabbelt

Saunders Auctions is presenting the sale of 584 +/- Acres located in Central Florida's historical citrus producing areas. The Etter Family Portfolio of properties will be offered in 24 individual parcels, featuring existing citrus groves, potential building sites on Reedy Lake, and stunning views of Lake Leonore. This online multi-parcel public auction will open on Tuesday, October 20th, with bidding concluding on Thursday, October 22nd at 5:00 PM ET. Centrally located between the towns of Babson Park and Frostproof, this land sits on "Florida's Ridge," providing rare views to build your dream home, continue Florida's Citrus legacy, or transition into an alternative use, giving citrus operators, investors, and potential homeowners an opportunity to bid their best price and own a piece of Central Florida's Historic Citrus Land. To learn more visit SaundersAuctions.com



SETTING THE PACE

Decades of Expertise in Every Auction

Saunders Auctions combines decades of experience with a disciplined bidding process to achieve competitive results for land and commercial real estate. We empower sellers through detailed planning and informed oversight, ensuring every transaction is executed with total confidence.



EXPLORE
FEATURED
AUCTIONS

877-518-5263 • SaundersAuctions.com



Farms and Cropland



Dougherty 19

1,299.89 Acres • \$9,944,000 • Albany, GA

Trent Saunders, ALC, Austin Fisher and
Tom Tuggle, ALC

Located 7 miles south of Albany, this 1,299.89 ± acre farm fronts Hancock Road just east of U.S. Highway 19 and lies just over 1 mile east of the Flint River, positioning it in one of Southwest Georgia's most productive farming regions. Approximately 996 acres are in cultivation, with the majority supported by five 12-inch irrigation wells and six center-pivot systems.



Timber Ridge Farm

537.41 Acres • \$4,950,000 • Glennville, GA

Chap Shuman



Mosby Spur Levee Farm

480 Acres • \$3,600,000 • Crumrod, AR

David Hill and Chance Creighton



West Wauchula Farm

356.05 Acres • \$5,340,000 • Wauchula, FL

Daniel Lanier, ALC



Sunbury Farm

258.52 Acres • \$1,292,600 • Claxton, GA

Chap Shuman



K Row Farm

250 Acres • \$1,650,000 • Cairo, GA

Todd Davis and Carson Futch



Balm Wimauma Organic Farm

**220 Acres • \$1,200 Acre/yr (Ground)
Wimauma, FL**

Jerrod Parker and Ryan McGimsey



Ellenton Irrigated Farm

198.09 Acres • \$1,250,000 • Ellenton, GA

Todd Davis and Dillon Hendrix

Farms and Cropland



Berrien County Farm and Home
161 Acres • \$1,600,000 • Alapaha, GA
 Dillon Hendrix



Hobbie Road Farm
138 Acres • \$1,100,000 • Snowdoun, AL
 Eric Leisy, ALC, GRI



Melton Mill Farm and Cabin
88.676 Acres • \$740,000 • Dawson, GA
 Mike Matre, ALC, RF, ACF



Underpass Road 74 ± Acre Land Opportunity
73.98 Acres • \$2,220,000 • Lake Wales, FL
 Maricruz Gutierrez Mejia



Crooked Lake Acreage
26.2 Acres • \$1,350,000 • Babson Park, FL
 Daniel Lanier, ALC



Pressler Farm Tract 1
33.98 Acres • \$225,000 • Lyons, GA
 Chap Shuman



Union Hill Farm
45.97 Acres • \$489,000 • Pelham, GA
 Todd Davis



Scenic Highway Farm and Homesite
15.27 Acres • \$550,000 • Babson Park, FL
 Daniel Lanier, ALC



Babson Park Transitional Land
10.14 Acres • \$355,000 • Babson Park, FL
 Maricruz Gutierrez Mejia

Farms and Cropland



Avon Park 10 Acre Grove

10.23 Acres • \$300,000 • Avon Park, FL

David Hitchcock, ALC



Lecanto Pastured Poultry

9.51 Acres • \$590,000 • Lecanto, FL

Zane Mueller and Shea R. Booster



South Butler Springs Mini Farm

7.5 Acres • \$340,000 • Forest Home, AL

Kent McNaughton



on Featured Podcasts



The Yield by SAUNDERS REAL ESTATE

The Yield draws on the voices of seasoned brokers and industry leaders to examine the forces shaping land and commercial property value.



Todd's Podcast

Amid today's chaos, Todd's Podcast cuts through the noise to explore influential leaders. Expect captivating stories, good laughs, and genuine insights into what makes them truly tick.



Florida Trend

Dean Saunders, talks with David Denor and Amy Keller about his history in Central Florida, his political career and his passion for Sunshine State agriculture.



The Voices of Land

Host Justin Osborn, ALC sits down with Tyler Davis, ALC, President of Saunders Real Estate, to discuss how land brokers can better serve clients navigating succession planning.



Damian Mason

Bobby Dobson and Spencer Smith of Saunders Real Estate join Damian to break down an industry that looks remarkably familiar to anyone who follows corn and soybean economics.



Top Producer

Paul has a conversation with Tyler Davis about how Florida ag has seen a shift from citrus to other crops or development which has created succession issues for these farm families.



Rooted in Land, Grounded in Evidence

How independent appraisal helps property owners, brokers, and lenders make decisions they can defend.

Who We Are

Saunders Valuations is the independent appraisal and advisory division of Saunders Real Estate, launched in February 2026 to bring valuation fully in-house at a firm that has spent three decades working in commercial real estate and land across the Southeast. The parent brokerage closed \$1.07 billion in transactions in 2025 — its most active year — with more than 100 advisors serving owners, investors, developers, and institutions throughout the region.

That heritage is the point. Our appraisers work daily across office, retail, industrial and flex, multifamily, hospitality, and special-purpose properties — the assets that anchor Southeastern markets — alongside agricultural operations, recreational and conservation tracts, and transitional land moving toward development. We draw on the firm's proprietary Lay of the Land® market reports and Atlas platform, decades of real closings rather than listing data alone, while operating with structural independence from the brokerage side. Our conclusions belong to the evidence, not to a transaction.

The division is led by Jim Pruitt, RPRA, who brings more than 33 years in valuation, appraisal review, and department leadership. A native Floridian and third-generation real estate professional, Jim previously served as Chief Appraiser at AgAmerica Lending, overseeing appraisal reviews nationwide, and spent 25 years managing the commercial appraisal department at A.R.E.A. Real Estate Appraisers. He is an Accredited Member of the ASFMRA, holds its Real Property Review Appraiser designation, is FAA Part 107-certified to operate drones, and has qualified as an expert witness in multiple Florida judicial circuits.

How We Help

For a property owner, an appraisal usually arrives at a crossroads: a refinance, a partnership buyout, an estate to settle, a property tax assessment worth challenging, or a decision about whether to hold, reposition, or sell. Real assets are rarely simple — below-market leases, deferred maintenance, split zoning, functional obsolescence, an income stream that tells a different story than the comps.

For a broker, it is the difference between a listing priced on evidence and one priced on hope. An independent opinion is a

credible way to reset an owner's expectations without straining the relationship, and a document that survives the buyer's own scrutiny during due diligence.

For a lender, it is the file's foundation — the report that has to withstand review long after closing. We also perform third-party appraisal reviews, evaluating existing reports for completeness, data accuracy, and compliance when regulatory audits, litigation, or complex credits demand it.

Where To Start

Call us. We begin by defining the assignment: property type, intended use, and who will rely on the conclusion. From there we confirm scope, timeline, and fee before any work begins — no surprises on either side. Our appraisers then combine field inspection with drone-based aerial mapping, capturing site conditions, boundaries, and inaccessible areas that ground inspection can't reach, and reconcile the cost, sales comparison, and income approaches according to how buyers in that asset class actually behave.

What You Get, And Why It Matters

The deliverable is a formal, USPAP-compliant opinion of value — a written report that documents the data, the reasoning, and the conclusion in a form third parties are required to accept.

That report does specific work depending on why you ordered it. In financing, it establishes the collateral position a lender's credit committee and examiners will rely on, and it moves the file forward instead of sending it back for revisions. In estate planning and settlement, it fixes value at a date of death or gifting date, supporting the return and reducing exposure if the IRS looks closer. In tax appeals, it gives you an independent number to put against an assessor's. In acquisitions and dispositions, it tells you whether the price on the table is supported before you're committed to it. In partnership disputes, divorce, condemnation, and litigation, it becomes evidence — and our work is prepared to be defended under cross-examination, not just filed.

The underlying benefit is the same in every case. An asking price is an opinion, and opinions are easy to challenge. An appraisal is a documented position built from market evidence — one that shifts the conversation from what someone believes a property is worth to what the data supports. It gives you leverage in a negotiation, protection in an audit, credibility in a courtroom, and clarity in your own decision-making. It also prices risk honestly: knowing an asset is worth less than you hoped is worth more than finding out after you've borrowed against it.

We appraise it. You decide.



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ROOTED IN LAND™

Appraisals Backed by Decades of Expertise

Grounded in decades of Southeast land expertise, Saunders Valuations combines deep market heritage with advanced technology to deliver credible, USPAP-compliant opinions of value. Whether you are a landowner navigating a pivotal transition like an estate or conservation easement, a broker grounding a listing in evidence, or a lender securing a transaction's foundation, our team brings specialized insight to everything from timber and agricultural tracts to commercial and industrial assets.



Every Property.
One Standard.

877-518-5263 • SaundersValuations.com

Hunting and Recreation



Osceola County Hunting Tract and Farm

**1,312 Acres • Contact For Pricing
Kenansville, FL**

Clay Taylor, ALC, Clayton Taylor and Zeb Griffin, ALC



East Fork Ranch and Timber

1,050 Acres • \$5,000,000 • Clopton, AL

Hoke Smith IV, ALC and Dusty Calderon



Early Bird Timberland and Recreational Tract

965 Acres • \$15,302,000 • Ocala, FL

Greg Driskell, ALC and Dean Saunders, ALC, CCIM



Jupiter 640 Acre Recreational Tract

640 Acres • \$7,900,000 • Jupiter, FL

Bo Jahna



Mt. Willing Reserve

518 Acres • \$1,787,100 • Mt. Willing, AL

Eric Leisy, ALC, GRI



Seven Bridges Road Farm

494 Acres • \$1,605,500 • Montgomery, AL

Eric Leisy, ALC, GRI



Lyons Tract on Cedar Creek

393 Acres • \$1,179,000 • Minter, AL

Jay Gilmer and Hoke Smith



Sand Hill Rock

320 Acres • \$16,000,000 • Okeechobee, FL

Bo Jahna and Dean Saunders, ALC, CCIM



Clopton 280

280 Acres • \$980,000 • Clopton, AL

Hoke Smith IV, ALC and Dusty Calderon

Hunting and Recreation



Warsaw Deer and Turkey Farm

266 Acres • \$864,500 • Warsaw, MO

David Hill



The Reynolds Place

250.8 Acres • \$900,000 • Macon, GA

Chap Shuman and Tom Tuggle, ALC



Raccoon Creek Hunting and Timber

243.73 Acres • \$1,191,840 • Baconton, GA

Mike Matre, 4ALC, RF, ACF



Twin Springs

216.24 Acres • \$929,000 • Cuthbert, GA

Todd Davis



Brown Tract

210 Acres • \$890,000 • Banks, AL

Hoke Smith IV, ALC



Floral City 205 Acres

205.08 Acres • \$3,076,200 • Floral City, FL

Eric Hoyer, CF, CA, RCA and
John Holzaepfel, ACF, CF, CA



Cowpen Hunting Tract

168 Acres • \$588,000 • Troy, AL

Hoke Smith IV, ALC



Rock Bridge Hunting Retreat

160 Acres • \$499,900 • Gallant, AL

Neil Colbert, ALC



Longleaf Ridge

160 Acres • \$880,000 • Camp Hill, AL

Hoke Smith IV, ALC

Hunting and Recreation



**Pettibone
Hunting and Timber Tract**
150 Acres • \$517,500 • Greenville, AL
Kent McNaughton



Snow Lake Farm and Recreation
149.42 Acres • \$1,315,000 • Snow Lake, AR
David Hill, Chance Creighton and Kennon Jones



Whitetail Lake Lodge
144.74 Acres • \$1,695,000 • Prattville, AL
Eric Leisy, ALC, GRI



Chatahospee Creek Farmstead
116 Acres • \$649,000 • Camp Hill, AL
Eric Leisy, ALC, GRI



**Haines City
Recreational/Transitional Land**
114 Acres • \$2,565,000 • Haines City, FL
Clayton Taylor and Clay Taylor, ALC



The Barrett Place
87 Acres • \$295,000 • Marbury, AL
Eric Leisy, ALC, GRI and Fletcher Majors, ALC, JD



Fox Pen Tract
85 Acres • \$275,000 • Greenville, AL
Mike Hutcheson, RF



Crestview 85
85 Acres • \$775,000 • Laurel Hill, FL
Mark Wirick



The Colonel's
83 Acres • \$400,000 • Clopton, AL
Hoke Smith IV, ALC and Dusty Calderon

Hunting and Recreation



Denver Road 80
80 Acres • \$360,000 • Dadeville, AL
Eric Leisy, ALC, GRI



**Leesburg 80 Acre
Recreational Tract**
80 Acres • \$325,000 • Leesburg, FL
Tim Sennett, MBA, ALC, CCIM



**Otter Creek
Farm and Recreational Tract**
70.01 Acres • \$999,000 • Bronson, FL
Greg Driskell, ALC



Garland Belmont Tract
65 Acres • \$295,200 • Garland, AL
Mike Hutcheson, RF



Searcy Branch Timber and Rec
64 Acres • \$300,000 • Clopton, AL
Hoke Smith IV, ALC and Dusty Calderon



**Lake County
Waterfront Recreational Tract**
61 Acres • \$1,750,000 • Paisley, FL
Zeb Griffin, ALC



Beaver Creek Tract
54 Acres • \$270,000 • Clopton, AL
Hoke Smith IV, ALC and Dusty Calderon



**Sawyer Lane
Hunting and Timber Tract**
50 Acres • \$250,000 • Forest Home, AL
Kent McNaughton



Weoka Farm 47
47.45 Acres • \$237,250 • Weoka, AL
Eric Leisy, ALC, GRI

Hunting and Recreation



Hank Williams Road Hunting and Timber

43 Acres • \$187,740 • Garland, AL

Mike Hutcheson, RF



Garland Reid Road Tract

40 Acres • \$200,100 • Garland, AL

Mike Hutcheson, RF



Hopewell Church Tract

40 Acres • \$128,000 • Pine Apple, AL

Mike Hutcheson, RF



Garland I-65 Tract

39 Acres • \$146,640 • Garland, AL

Mike Hutcheson, RF



Bristow Gap 39 Acre Recreational Tract

39 Acres • \$240,000 • Leesburg, AL

Neil Colbert, ALC



Rock Bridge Road Hunting and Recreation

36 Acres • \$65,000 • Gallant, AL

Bill Davis



East Alachua County 35 Acre Recreation Tract

35 Acres • \$300,000 • Hawthorne, FL

Shea R. Booster



Georgiana Recreation Tract

22 Acres • \$125,000 • Georgiana, AL

Kent McNaughton



Castaway Cove

8.5 Acres • \$1,250,000 • Eclectic, AL

Eric Leisy, ALC, GRI

Ranches and Pastureland



Peace River Legacy Ranch East
1,693 Acres • \$10,000,000 • Fort Meade, FL
 Keat Waldron, ALC

Spanning 1,693 ± acres, this working ranch is one of the largest available land offerings in Central Florida, currently supporting approximately 350–400 head of cattle with cross-fenced pastures, two wells, a network of ponds, and regular prescribed burning that supports both ranching operations and wildlife habitat. With over 1,000 feet of paved county road frontage, the property offers strong access in a growing region, approximately 30 minutes from Lakeland and Lake Wales and just over an hour from Tampa and Orlando. Proximity to the Peace River corridor adds abundant recreational opportunities.



Spring Lake Reserve Ranch
363 Acres • \$7,970,600 • Brooksville, FL
 Dean Saunders, ALC, CCIM and Nick Dabbelt

This property features a mix of open pasture, scattered hardwoods, and native habitat. Located minutes from I-75 and near Withlacoochee State Forest and Weeki Wachee Springs State Park, the property offers convenient access, abundant wildlife, and outdoor recreation.



County Line Pasture Land
183 Acres • \$823,500 • Clopton, AL
 Hoke Smith IV, ALC and Dusty Calderon



Hope Hull Transitional Land
86 Acres • \$1,250,000 • Hope Hull, AL
 Eric Leisy, ALC, GRI



Sanders Road 20 Acres
20 Acres • \$1,500,000 • Davenport, FL
 R. Todd Dantzler, CCIM



McKenzie Grade Hobby Farm
6 Acres • \$210,000 • Georgiana, AL
 Kent McNaughton

How Landowners Can Diversify Through Commercial Property Investing

Investing in commercial real estate for the first time can be daunting. For starters, it requires significant capital, and like anything, it comes with its own nomenclature and nuances that can make one property a winner and a very similar property a big loser. For those who don't have any previous exposure to the industry, it can feel like a mountain too steep to even start the journey, let alone make the steady climb to the summit.

The Hurdle

In recent years, we have advised many of our landowners to consider diversifying into commercial real estate. As you might expect, landowners are quite hesitant to invest in new property types they don't know or understand. In fact, for many landowners, a disproportionate share of their wealth is locked up in land holdings, most of which produce little to no income. Having all their eggs in one basket can create a multitude of unnecessary problems, including increased risk through lack of diversification and missed opportunities.

The Approach

At Saunders Real Estate, we have a broad array of advisors who are generally grouped into land or commercial specialties. These advisors often connect "at the water cooler" and refer clients to one another across specialty types and geographies. One such instance occurred recently when our founder, Dean Saunders, approached me to help one of his ranching families invest in commercial real estate. They had just sold a conservation easement on their land and were looking to complete a 1031 exchange into a new property.

The buyer was attracted to a multi-tenant investment because they wanted a slightly higher yield. Many single tenants like convenience stores and fast-food chains often have lower cap rates than multi-tenant centers.

Multi-tenant retail centers may present a compelling commercial real estate investment for rural landowners seeking a 1031 exchange.

Diversifying into commercial real estate may allow rural and agricultural landowners to acquire income-producing assets while supporting long-term family wealth.

The Support

The thought of buying commercial real estate was foreign to them, but they understood the benefits of diversification and the attractive "mailbox money" that can come with owning commercial property. They were initially intimidated by the new language they had to learn, but they were soon at ease, realizing we had a very capable team of advisors and property managers who could identify opportunities, negotiate on their behalf, and steward their new asset for years to come.

The Exchange

This particular family identified a new construction, multi-tenant strip center in an emerging market. I worked together with our commercial property managers to underwrite the property, review the leases to verify landlord and tenant responsibilities, and hire third-party vendors to inspect the property. After completing due diligence, the family closed on the building. Now that they own the retail center, our property management and leasing team remains engaged to assist with any issues moving forward.

We have helped other families buy everything from convenience stores to medical offices. There are many opportunities out there, and not every opportunity is a good fit for a given investor, but with the right team, you too can find a commercial property that meets your goals and objectives while protecting your family's legacy for generations to come.



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Brooks County Timberland

1,324 Acres • \$6,650,000 • Quitman, GA

Bryant Peace, ALC and Dean Saunders, ALC, CCIM

This turn-key property blends open farmland and food plots with stands of pine, hardwood, and forested wetland corridors. Ecological diversity coupled with the current owner's intensive feeding program has created exceptional habitat and hunting opportunities for deer and turkey.



Dunn Creek Tract

459 Acres • \$2,983,500 • Hilliard, FL

Matthew Simpson, CF and
John A. "Tony" Wallace, CF, ACF



Lewis Timber Tracts

382 Acres • \$1,100,000 • Currie, NC

Kenneth Chesson and Robin Fleming



Florida River Timber and Recreational Tract

328.05 Acres • \$1,199,000 • Bristol, FL

Greg Driskell, ALC and Mark Wirick



Clay County Timber and Recreation

226.94 Acres • \$560,000

Keystone Heights, FL

Shea R. Booster and Dean Saunders, ALC, CCIM



The Turner Tract

95 Acres • \$340,000 • Clopton, AL

Hoke Smith IV, ALC and Dusty Calderon



Richey Timber 40 Acres

40 Acres • \$320,000 • Dawson, AL

Neil Colbert, ALC



Town Creek Timber 40 Acres

40 Acres • \$320,000 • Dawson, AL

Neil Colbert, ALC

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STRATEGIC LAND SERVICES

Trusted Expertise Across Every Acre

At Saunders Land, we provide full-service land brokerage, management, and appraisal services backed by more than 30 years of experience. Our team combines deep regional expertise, strategic insight, and trusted relationships to help clients maximize the value and potential of their land.

- Land Brokerage
- Auction Services
- Valuations and Appraisals
- Conservation Easements
- Land Management
- Land Consulting



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