



**Rural Retreat!**  
125 Acres in Louisa  
\$330,000  
Landline #2245



**Hunting/Horses!**  
171+ Acres in Lunenburg  
\$285,000  
Landline #2239



**Timberland Tract!**  
122+ Acres in Caroline  
\$283,000  
Landline #2248



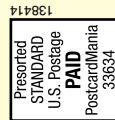
**Residential Development**  
23.64 Acres in Henrico  
\$159,000  
Landline #2246



**Commerical!**  
3.92 Acres in Chesterfield  
\$154,500  
Landline #3058



**Rural Building Lot!**  
36.5 Acres in Goochland  
\$110,000  
Landline #2219



1403 Pemberton Rd., Ste. 106  
Richmond, VA 23238

804-750-1200  
Toll Free 1-800-665-LAND



## VIRGINIA LANDOWNER



2ND QUARTER 2015 / VOLUME 14 ISSUE 2

Grant Massie Land Company *sets the standard* in providing Virginia property owners expertise in the wise use of land through Brokerage, Consulting, Appraisal, Management and Development of land and timber.

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ALL PRICES DEEMED RELIABLE BUT NOT GUARANTEED

## FRAGILE

### Is your land investment portfolio prepared?

In a world that seems to have gone insane since 2008, it is very easy for someone to lose their sense of direction. The White House seems to be occupied by folks that are most interested in creating chaos but few of our elected national leaders seem capable of actually leading.

Apparently none of our folks in DC were paying attention in Western Civilization class when the discussion was Chamberlain in the 1930's or Vietnam in the 1960's. The USA is pretending Cuba and Iran are our friends, the Middle East is aflame and about to be completely nuclear armed, Russia seems ready to pounce on the weak eastern European countries, China is an economic house of cards and building up its armed forces, and central banks around the world have created an artificial global economy running on ether.

With the geo-political risk at an all-time high in my life, the economic risk is also extremely high with the pending transition off of the central bank ether on a scale that has never been previously attempted. Meanwhile we are bombarded with more information than we can process much less be sure we are accurately separating speculative opinion from actual fact.

One of the few benefits to getting old is the folks I have met from being a land broker for over four decades. Some are really smart and are willing to occasionally share lunch with me to discuss their segment of the land market.

Historically, some of the conversations are simply an exchange of information and others become friendly debates, all bring clarity. I like to think my lunch partners actually respect my opinion but I know how much I respect theirs. When our perspectives are in harmony I find it reassuring. When their opinion differs from mine, I find the debate always both enlightening and beneficial.

Recently I had lunch with a man with one of the five best real estate minds that I have met in my career. As a user of land in certain market segments, his perspective is focused narrowly on those segments but he occupies a position in those markets that is very unique. My perspective is wider because we watch trends in a matrix of market segments via our Grant Massie databases.

In our recent conversation we discovered many consistencies in the trends we are seeing in the market place but also in our opinions about why those trends are occurring. That was when the most important part of our conversation occurred.

We shifted from talking about the past and present to discussing what would happen over the next twelve months in the economy in general and the land market in particular. At that moment my friend summed up our mutual market perspective with the following statement:

**“While the world and USA economies are functioning, not only are they not robust they are both extremely fragile. It is foolhardy to not consider the result of a significant shock to them occurring in the next twelve months because of the severity of the result.”**

In that statement, he captured and expressed the essence of what we have been advising our clients over the last few years. Make your investment decisions based upon the fact that you want to balance liquidity against an economic shock along with assets that will stand the test of a shock to the economic system, should that occur.

If you have too much of your portfolio in land, this is a good time to sell. If you are currently highly liquid and want an asset that will enhance your wealth in the event of a shock to the system, this is a good time to buy a really good tract of land as a long term stable investment.

**By Ned Massie, ALC, CCIM**

## FEATURED LAND & TIMBER LISTINGS



**James River Frontage!**  
48 Acres in Henrico  
\$1,700,000  
Landline #2241



**Beautiful County Estate!**  
91.5 Acres in King & Queen  
\$895,000  
Landline #2244



**Pine Plantations!**  
294.5 Acres in Nottoway  
\$699,500  
Landline #2250



**Timberland Tract!**  
253.25 Acres in Nottoway  
\$646,000  
Landline #2249



**Farm/Cropland!**  
296+ Acres in King & Queen  
\$630,000  
Landline #2247



**Significant Timber Value!**  
267.5 Acres in Caroline  
\$520,000  
Landline #2170



**Cropland/Timberland**  
146 Acres in Caroline  
\$489,000  
Landline #2238



**Riverfront Oasis!**  
275 Acres in Cumberland  
\$405,625  
Landline #2179

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