



LAND & FARMS

The Leader in Land and Farm Sales in West Virginia.



FoxfireNation.com

304.645.7674 Office | 1029 Washington Street East | Lewisburg, WV 24901



Trusted for generations, by generations...

IT ALL STARTS WITH THE LAND

Whether it is country estates, waterfront, recreational or family retreats, cattle ranches, mineral rich and natural gas tracts, timberland investment, development, and organic farms for sale, it all starts with the land. Since 1949, our family has specialized in serving the owners and prospective owners of quality real estate by providing forest management, auction, and brokerage services within a comprehensive and integrated team oriented structure.

Our business began by cultivating long-term relationships built upon personal service and expert counsel. We have continued to grow today by being client-focused and results-oriented – **because while it all starts with the land, we know it ends with you.**





REAL ESTATE MARKETING BY TEAM FIREFOX

Relationships, reach, diligence and depth – these are all part of the overall Foxfire experience.

RICHARD GRIST

- For more than 30 years, broker and Realtor specializing in marketing farms, timberlands, and recreational properties
- Experienced consultant in forest management and timber merchandizing
- Project forester at the Boy Scouts of America's 10,000-acre High Adventure camp near Beckley
- Bachelor's degree in Forest Resource Management, WVU
- Graduate of WVU's real estate institute, and graduate of the Nashville Auction School.
- Past member of the Board of Directors of the Greenbrier Valley Board of Realtors, and the Greenbrier Valley Theatre
- Member of the Greenbrier Valley Farm Bureau



MATT HALL

- Realtor, Licensed Surveyor and Certified Forest Technician
- Active in state forestry and land surveyor organizations
- Recipient of the H.H. Jefferson Safety Award for contribution to logging safety

JOSEPH "BUCK" WILLIAMS

- Realtor and timber-harvesting advisor has been active in forestry for more than 40 years
- Founder of the award-winning Jayfor Logging and served on the boards of many forestry and conservation organizations
- Developed housing subdivisions in Pa. and W.Va

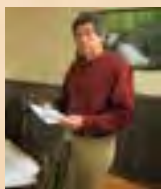


TERESA BOSTIC

- Transaction coordinator and manager of business operations for Foxfire
- More than 20 years prior experience as a paralegal and law-firm office manager
- Graduated from Bluefield State College with a degree in business administration

JOYCE SURBAUGH

- 32-year veteran Realtor and lifelong resident and farmer in West Virginia
- Graduate of WVNC in Wheeling, WV



BUTCH ROBERTSON

- Realtor and well-known and respected educator
- Engineer, chemist and mathematics instructor
- Charter member of staff that founded Greenbrier Community College of Bluefield State College

RANDY BURDETTE

- Realtor and state & national leader in auctioneering profession for more than a quarter century
- Past director of the National Auctioneers Association
- Graduate of the Certified Auctioneers Institute and the Certified American Guild of Appraisers
- Certified estate specialist in West Virginia
- Past president and vice-president of the W.Va. Auctioneers Association and member of its hall of fame
- State Fair of West Virginia "Grand Champion Auctioneer"
- Founder of Riverbend USA Auction Company



DAVID SIBRAY

- Realtor, historian and long-time promoter of West Virginia
- Member of the W.Va. Press Association, and publisher of West Virginia Explorer
- Member of boards of the Preservation Alliance of WV and the Friends of the New River Gorge National River
- Sits on the advisory board for the National Coal Heritage Area
- Former chairman of local landmarks commissions

JASON GORE

- Pilot of our remote-controlled aircraft, ChopperFoxfire, ensuring up-to-date visual technology
- Member of the Academy of Model Aeronautics and president of Pence Springs Prop-Twisters
- Production manager at one of southern West Virginia's largest printing companies

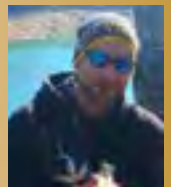


JIM SHANNON

- Realtor, licensed pilot, and construction consultant
- Founder of T.J. Shannon Construction, Inc., of Wadsworth, Ohio, and recognized among the top 500 remodelers in the United States
- Rotary International Paul Harris Fellow
- Graduated from Bluefield State College with a degree in business administration

JAMIE SMITH

- Realtor with over 20 years of experience as land and property manager for private investment companies, specializing in acquisitions and sales of timberland and recreational properties
- Graduate, Glenville State College with a degree in Forest Technology
- Life-long resident of Nicholas County and outdoor enthusiast

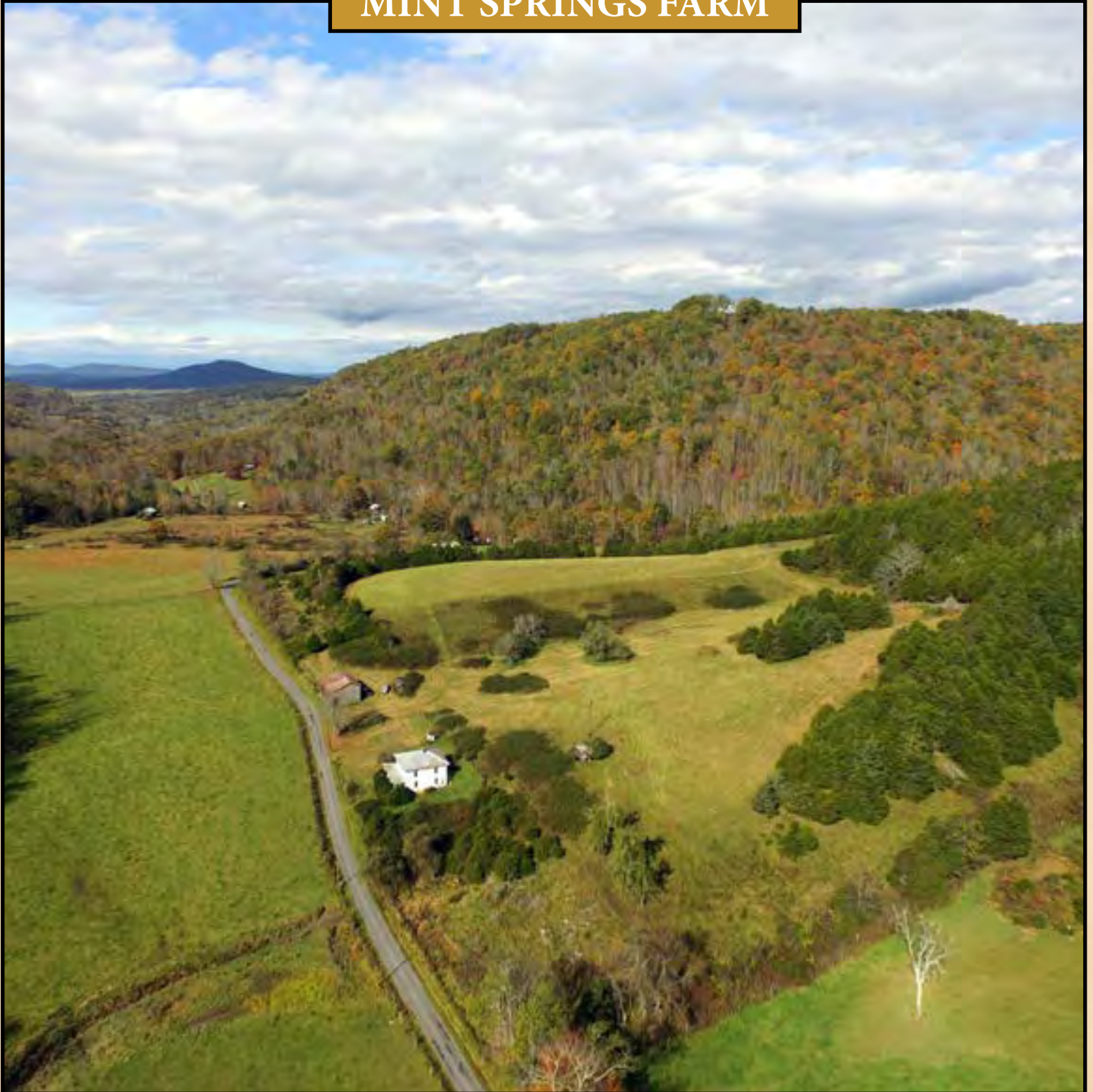


LILY G. CAROLA

- Foxfire Team Assistant assists with important projects after school
- Rising 7th grade student at EGMS
- Enjoys art, choir, softball, basketball and church and other school activities

FOXFIRE REALTY

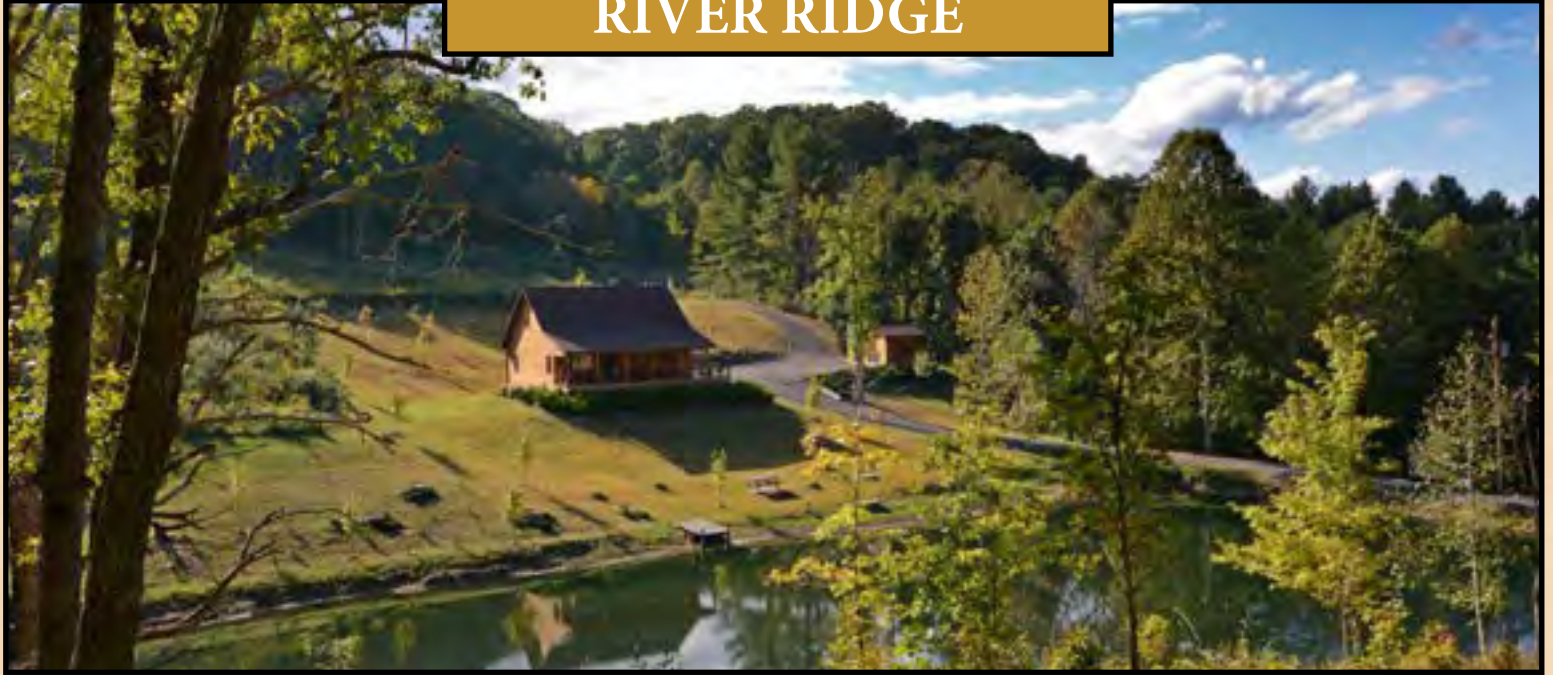
MINT SPRINGS FARM



36 ACRES VINTAGE FARM HOUSE | MONROE COUNTY, WV. | \$165,000

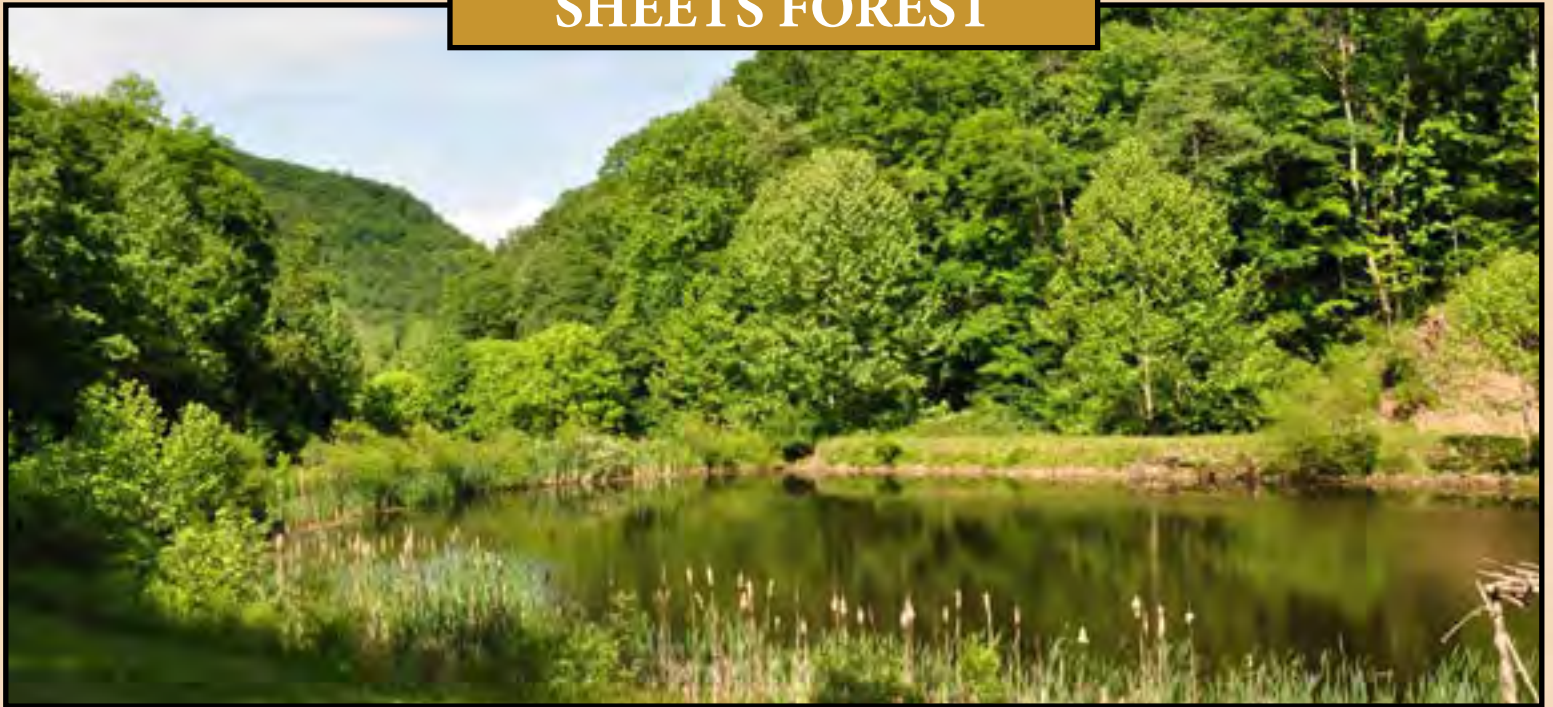
We Sell Land and Farms

RIVER RIDGE



166 ACRES SANCTUARY | SUMMERS, WV | \$539,000

SHEETS FOREST



501 ACRES +/- | BLUE SULPHUR SPRINGS, WV. | \$475,000

“If it needs to be sold, we will sell it.”

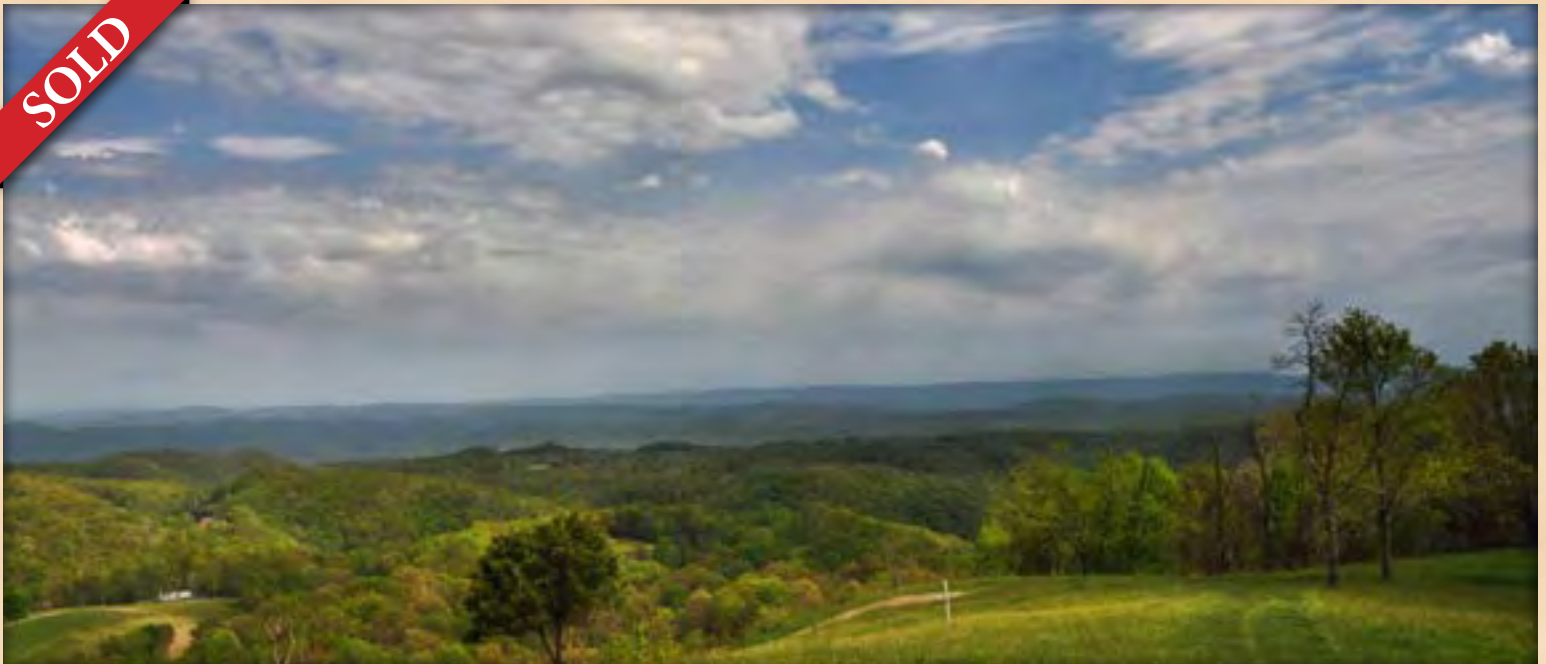


I would like to recommend Richard Grist and Foxfire Realty. They did an outstanding job selling my mountain farm. They did everything they said they would do. They are honest and you can trust them to work in your best interest.

Richard is a professional forester and has nearly 40 years' experience in the land and timber business and is an expert in the sale of my type of mountain farm. The Foxfire office manager, Teresa Bostic, was very helpful and she took care of all the paperwork. All I had to do was show up at the lawyers and sign the deed.

They are square shooters and you can trust them without question. I will definitely recommend Richard Grist and Foxfire Realty to anyone selling a mountain farm.

Doug Ayers, Clayton WV





We really are so glad you sold the farm for us, and we never dreamed it could happen so quickly. Foxfire did a fantastic job from the beginning with handling all the details and advising us on how to go about making our first property sale in nearly 60 years. We put all our trust in you and your group to handle the sale and to work on our behalf. You went far above any expectations we had, and the property description and the interior photos and aerial photographs you did sold the farm on sight.

We would recommend Foxfire to anyone buying or selling, they could not get a better real estate company anywhere. Richard, you enjoy your work and have the best team to do the job.

Regards,

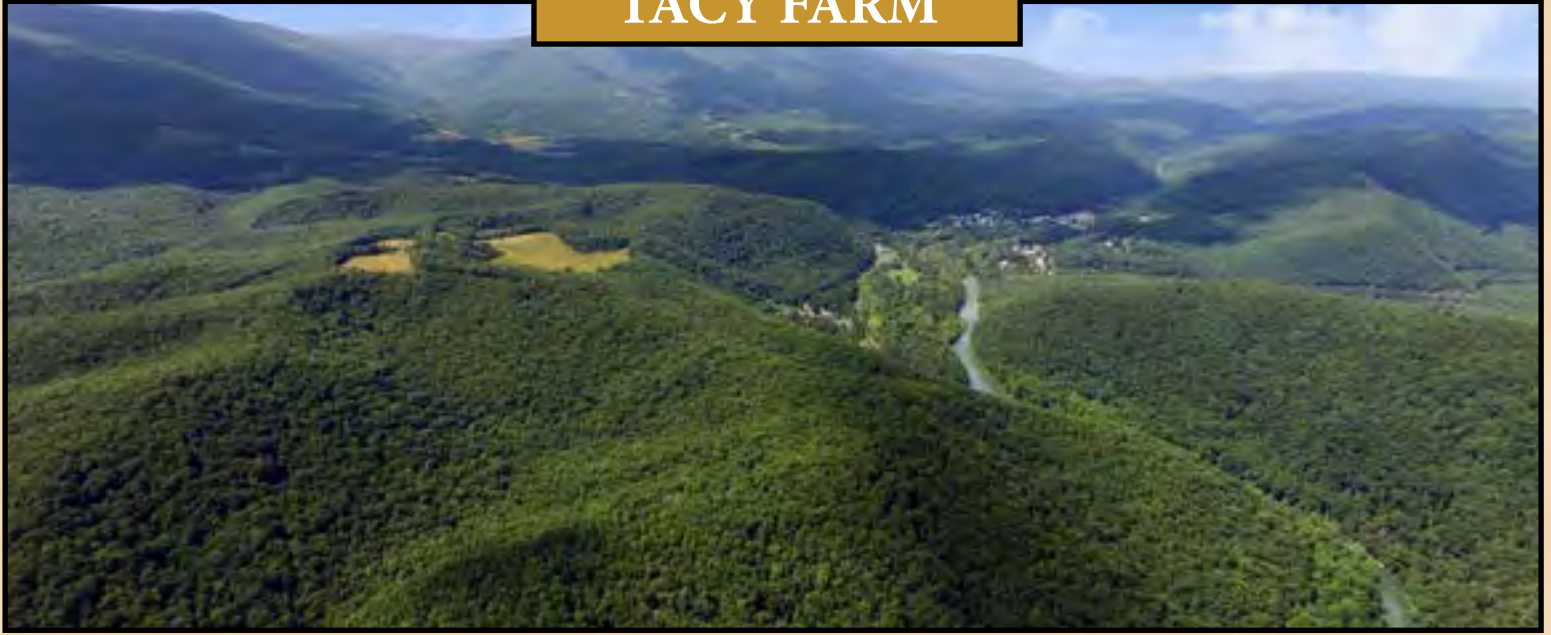
Mary and Jerry



FoxfireNation.com

304.645.7674 OFFICE | 1029 WASHINGTON STREET EAST | LEWISBURG WV 24901

TACY FARM



557 ACRES +/- | CASS, WV | \$1,300,000

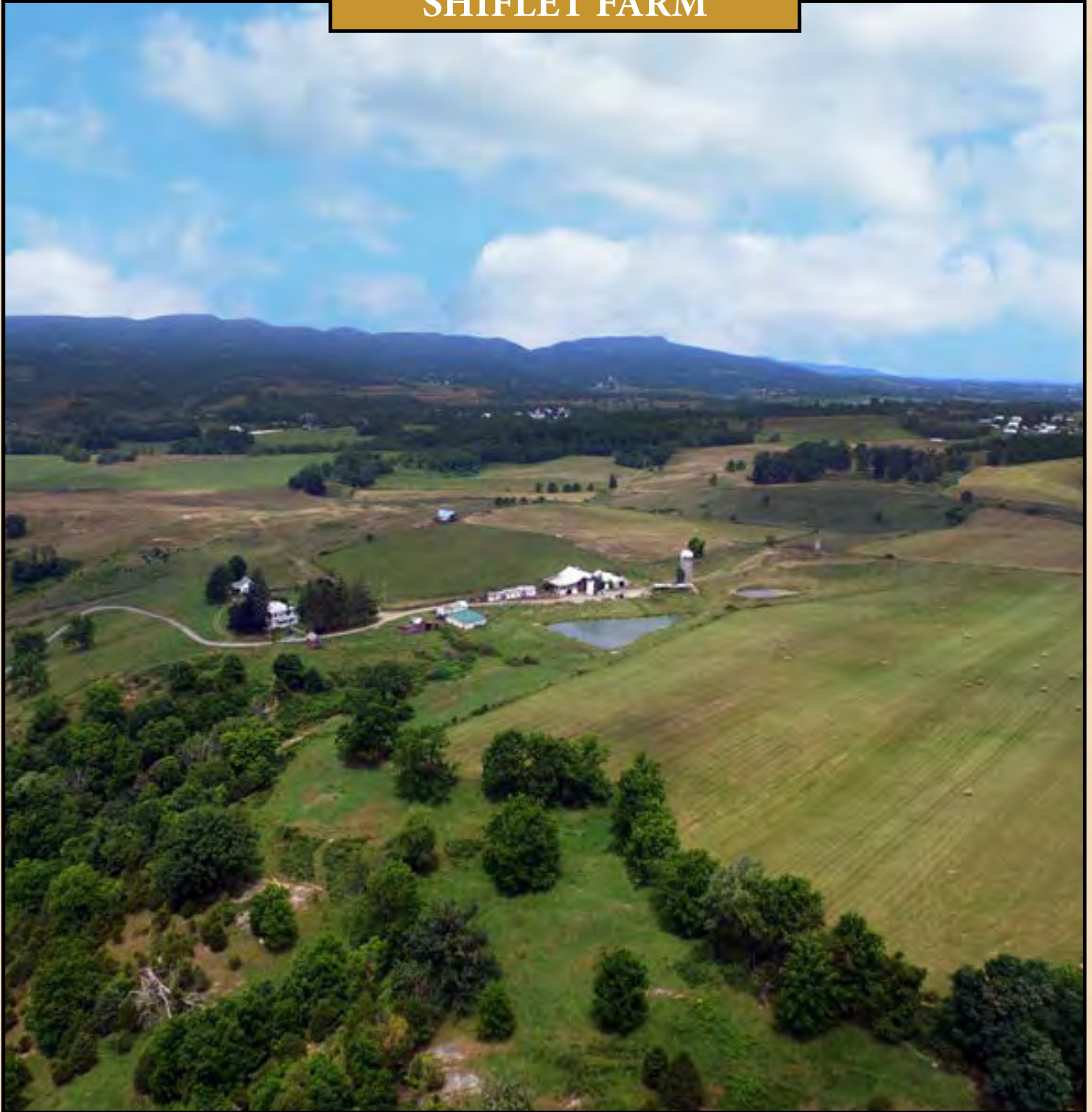
SNOWFLAKE ON THE RIVER



165 +/- ACRES OF INCREDIBLE WATERFRONT | FORT SPRINGS, WV. | \$1,190,000

FOXFIRE REALTY

SHIFLET FARM



133-ACRE FARM – RICH SOIL AND WATER | MONROE COUNTY, WV. | \$850,000

VALUABLE REAL ESTATE FOR SALE

WE HAVE OVER

\$20 MILLION

IN PROPERTIES FOR SALE

SEE THESE PROPERTIES NOW AT FOXFIRENATION.COM

MEADOW BLUFF COUNTRY ESTATE · 94 ACRES · \$799,000
 TWO BROTHERS HOMEPLACE · 363 ACRES · \$535,000
 DBR FARM · 310 ACRES · \$450,000
 BURNS FOREST · 331 ACRES · \$340,703
 LAKEMONT COUNTRY ESTATE · 47 ACRES · \$1.95M
 PRIDEMORE FOREST · 346 ACRES · \$918,000
 NAPALACHIAN FARM · 72 ACRES · \$299,000

BUSKIRK ON TWELVE POLE (S.O.) · 1,079 ACRES · \$701,350
 BUSKIRK ON TWELVE POLE (M.O.) · 1,079 ACRES · \$619,000
 MOSS ROCK FARM · 250 ACRES · \$1.35M
 CARAWAY FOREST EAST · 54 ACRES · \$120,000
 CARAWAY FOREST WEST · 392 ACRES · \$375,000
 JAMES MONROE COMMERCIAL LOT · 5 ACRES · \$125,000
 FROGG HOLLOW · 200 ACRES · \$399,000 (UNDER CONTRACT)



WATERFRONT



HISTORIC ESTATES



HOMES AND CABINS

LEWISBURG DEVELOPMENT · 18.44 ACRES · \$2.45M
 OTTER CREEK FARM & FOREST · 25 ACRES · \$125,000
 ROARING RIVER · 20 ACRES · \$149,000
 GREEN BANK CAMP · 6.67 ACRES · \$65,000
 ROUNDBOTTOM FARM SOUTH · 80 ACRES · \$120,000
 ROUNDBOTTOM FARM NORTH · 108 ACRES · \$162,000
 ROUNDBOTTOM FARM EAST · 112 ACRES · \$168,000
 466 DWYER LANE, LEWISBURG · 2.31 ACRES · \$1.1M

MACKENZIE LAKE · 144 ACRES · \$700,000 (UNDER CONTRACT)
 STONY CREEK MOUNTAIN FARM · 248 ACRES · \$499,000
 BRAMBLE GREEN · 1.92 ACRES · \$695,000
 LAUREL CREEK FARM · 109 ACRES · \$299,000 (UNDER CONTRACT)
 DUNHILL · 194 ACRES · \$449,000
 FALLING SPRINGS FOREST · 91 ACRES · \$169,000
 BLACKBERRY FOREST · 206 ACRES · \$209,000 (UNDER CONTRACT)
 EAGLE FOREST · 334 ACRES · \$217,800



LAND AND FARMS

EAST KINGSTON FOREST · 94.5 ACRES · \$110,000
 GREEN FIELDS FARM · 92 ACRES · \$299,000 (SOLD)
 GREEN FIELDS FOREST · 256 ACRES · \$399,000 (SOLD)
 GOBBLER'S HILL · 8.9 ACRES · \$235,000
 FOUR WINDS · 2.4 ACRES · \$399,000
 HIGHLAND PARK · 2 ACRES · \$110,000 (UNDER CONTRACT)
 ADAIR RIDGE RETREAT · 36 ACRES · \$285,000



HOMESITES



TIMBERLAND INVESTMENTS

EMERALD ON THE HILL · 5 ACRES · \$525,000
 DUNCAN'S LANDING LOT 25 · 12.13 · \$99,900
 RETREAT LOT #59 · 2 ACRES · \$59,900
 BRUMFIELD FOREST · 95 ACRES · \$308,000
 LOT #1 STONEHOUSE WOODS · 2.4 ACRES · \$49,900
 HUTCHENS FARM · 253 ACRES · \$800,000 (SOLD)
 BRIDGEVIEW ESTATES LOT 26 · 1 ACRE · \$99,000



COMMERCIAL PROPERTIES



RECREATIONAL & HUNTING LAND



NATURAL RESOURCES



TOP PRODUCING AGENT RANDY S. BURDETTE, BROKER

Phone: 304-667-2897 | Email: randy@foxfirenation.com

Broker, auctioneer, and personal-property appraiser, Randy Burdette has for more than a quarter century been a state and national leader in the profession of auctioneering and is past director of the National Auctioneers Association.



RED BARN FOREST

107 +/- ACRES | GREEN SULPHUR SPRINGS, WV. | \$145,000



LITTLE WOLF CREEK LANDING

1.09 +/- AND 2 ACRE ISLAND | FOREST HILL, WV. | \$39,500



WALDEN WOOD

14.5 +/- ACRES | GREENBRIER COUNTY, WV. | \$89,000

SEE MORE OF OUR LISTINGS

LOCKBRIDGE LODGE

10.32 ACRES | MEADOW BRIDGE, WV | \$145,000

GOBBLER'S HILL

8.9 ACRES | MONROE COUNTY, WV. | \$235,000

WILLOW KNOLL FARM

15.75 ACRES | GREENBRIER COUNTY, WV. | \$175,000

ECHO GETAWAY

ON THE GREENBRIER RIVER

.46 ACRES | SUMMERS COUNTY, WV. | \$35,000

TOP PRODUCING AGENT

JOYCE SURBAUGH, REALTOR

Phone: 304-660-8000 | Email: joyce@foxfirenation.com

A 32-year veteran Realtor and lifelong resident of West Virginia, Joyce Surbaugh was raised on her family farm in Cameron, WV, and graduated from WVNCC in Wheeling, WV. Joyce relocated to the Greenbrier Valley following graduation where she continued farming and began her career as a respected and well-known Realtor.



BENNETT MOUNTAIN HOMEPLACE

89 ACRES | DAWSON, WV. | \$275,000



TWIN PINES

173 +/- ACRES | WHITE SULPHUR SPRINGS, WV. | \$250,000

SEE MORE OF OUR LISTINGS

CALICO RIVER HOUSE

0.50 +/- ACRES | TALCOTT, WV. | \$175,000

EGYPT ROCK

45 +/- ACRES | GREENBRIER COUNTY, WV. | \$79,000

OWENS BRANCH FOREST

45 ACRES | SUMMERS COUNTY, WV. | \$45,000

TURKEY TRACKS

34.45 +/- ACRES | HINTON, WV. | \$125,000



TROIKA

5 ACRES | GAP MILLS, WV. | \$110,000

FOXFIRE PRICE REPORTS

COAL

COAL MARKETS

Average Weekly Coal Commodity Spot Prices
Dollars per short ton

Region 5/4/2018

Central	
Appalachia	\$60.40
Northern	
Appalachia	\$44.30
Illinois Basin	\$32.70
Powder	
River Basin	\$12.45
Uinta Basin	\$41.70

Source: With permission, SNL Energy



TIMBER PRICES ON THE STUMP

(All prices based on Doyle Log Scale.)

For Region III Counties (Preston, Barbour, Tucker, Upshur, Randolph, Webster, Pocahontas, Nicholas, Greenbrier, Monroe, and Pendleton)

SPECIES	\$/MBF
Walnut	\$784.81
White Oak	\$293.34
Red Oak	\$320.14
Other Oak	\$231.08
Cherry	\$460.17
Hard Maple	\$289.65
Soft Maple	\$235.89
Ash	\$146.19
Yellow Poplar	\$152.45
Basswood	\$71.99
Hickory	\$66.32
White Pine	\$95.45
Other Pine	\$58.45
Other Hardwood	\$132.16

	\$/Cord
Pulpwood	\$7.86



LIVESTOCK REPORT

At the Cattlemen's Livestock Exchange in Lewisburg,
May 11 - June 6:

Feeder Steers:

400-500#	\$158-\$180
500-600#	\$150-\$170
600-700#	\$149-\$159
700-800#	\$129-\$151

Feeder heifers:

400-500#	\$135-\$151
500-600#	\$135-\$150
600-700#	\$132-\$140
700-800#	\$121-\$129

Cows #: \$40-\$71 (does not include high risk cows or heifers)

Slaughter Bulls #: \$52-\$95, average \$89.40

Bred cows: \$390-\$1,025

Cow/Calf pairs: \$570-\$1,450

Lambs #: \$60-\$200

Slaughter Ewes #: \$64-\$100

This report only reflects livestock that meet a USDA grade 1; # prices are per hundred



FOXFIRE REAL ESTATE MARKET REPORT*

April 2018

\$S SOLD	AVERAGE SALE PRICE	# SOLD LISTINGS	AVG. DAYS ON MARKET	\$S NEW LISTINGS	AVG. NEW LISTING \$S	# NEW LISTINGS	CURRENT # LISTING AS OF END OF MONTH	CURRENT LISTING \$S AS OF END OF MONTH	CURRENT AVG. PRICE AS OF END OF MONTH	YEAR-TO-DATE \$S AS OF END OF MONTH
\$9,667,014	\$161,116	60	202	\$44,997,427	\$276,057	163	1283	\$360,409,701	\$280,911	\$39,821,555

*Covering Greenbrier, Monroe, Summers and Pocahontas Counties, based on information from the Greenbrier Valley Board of REALTORS® MLS, for the periods shown above. Information is deemed to be reliable, but is not guaranteed.

NATURAL GAS

Weekly EIA Lower 48 U.S. Working Gas in Storage

Reported Statistics From the EIA for the Week Ending April 27

	This Week (Bcf)	Prior Week (Bcf)	Change (Bcf)	Year Ago (Bcf)	5-Year Avg. (Bcf)
East	223	205	18	322	324
Midwest	221	211	10	517	381
Mountain	86	84	2	152	126
Pacific	187	177	10	232	240
South Central	626	604	22	1,023	807
Total Lower 48	1,343	1,281	62	2,246	1,877

HARDWOOD LUMBER PRICE INDEX



DID YOU KNOW?

LIVESTOCK REPORT TOP PRODUCERS

<i>2017 Cattle No. of Heads (Includes calves and milk cows)</i>	
<u>County</u>	<u>No.</u>
Greenbrier	40,500
Monroe	28,500
Hardy	25,000
Preston	22,000
Pendleton	21,500
Hampshire	15,500
Jefferson	15,000

<i>2012 Chickens No. of Layers</i>	
<u>County</u>	<u>No.</u>
Hardy	473,931
Grant	231,000
Pendleton	184,072
Hampshire	92,134
Mineral	69,913

<i>2017 Sheep & Lambs No. of Heads</i>	
<u>County</u>	<u>No.</u>
Pendleton	4,300
Pocahontas	3,100
Greenbrier	2,900
Preston (tie)	2,600
Monroe (tie)	2,600
Randolph	2,000
Hampshire	1,800
Nicholas	1,100

<i>2012 Hogs per County (100 or more)</i>	
<u>County</u>	<u>No.</u>
Berkeley	739
Jefferson	473
Preston	383
Mason	356
Hampshire	279
Mercer	257
Putnam	243
Greenbrier	236
Monroe	209
Raleigh	199
Randolph	163

NUMBER OF FARMS BY COUNTY

<u>County</u>	<u>No.</u>
Boone	19
Cabell	383
Clay	114
Fayette	232
Greenbrier	819
Kanawha	210
Lincoln	149
Logan	11
McDowell	11
Mercer	400
Mingo	20
Monroe	796
Nicholas	393
Pocahontas	389
Putnam	544
Raleigh	332
Summers	345
Wayne	197
Wyoming	27

WV CROP REPORT TOP PRODUCERS

<i>2016 Other Hay Tons Produced</i>	
<u>County</u>	<u>Tons</u>
Greenbrier	59,300
Hampshire	55,300
Preston	48,900
Monroe	45,500
Hardy	42,900
Mason	40,700

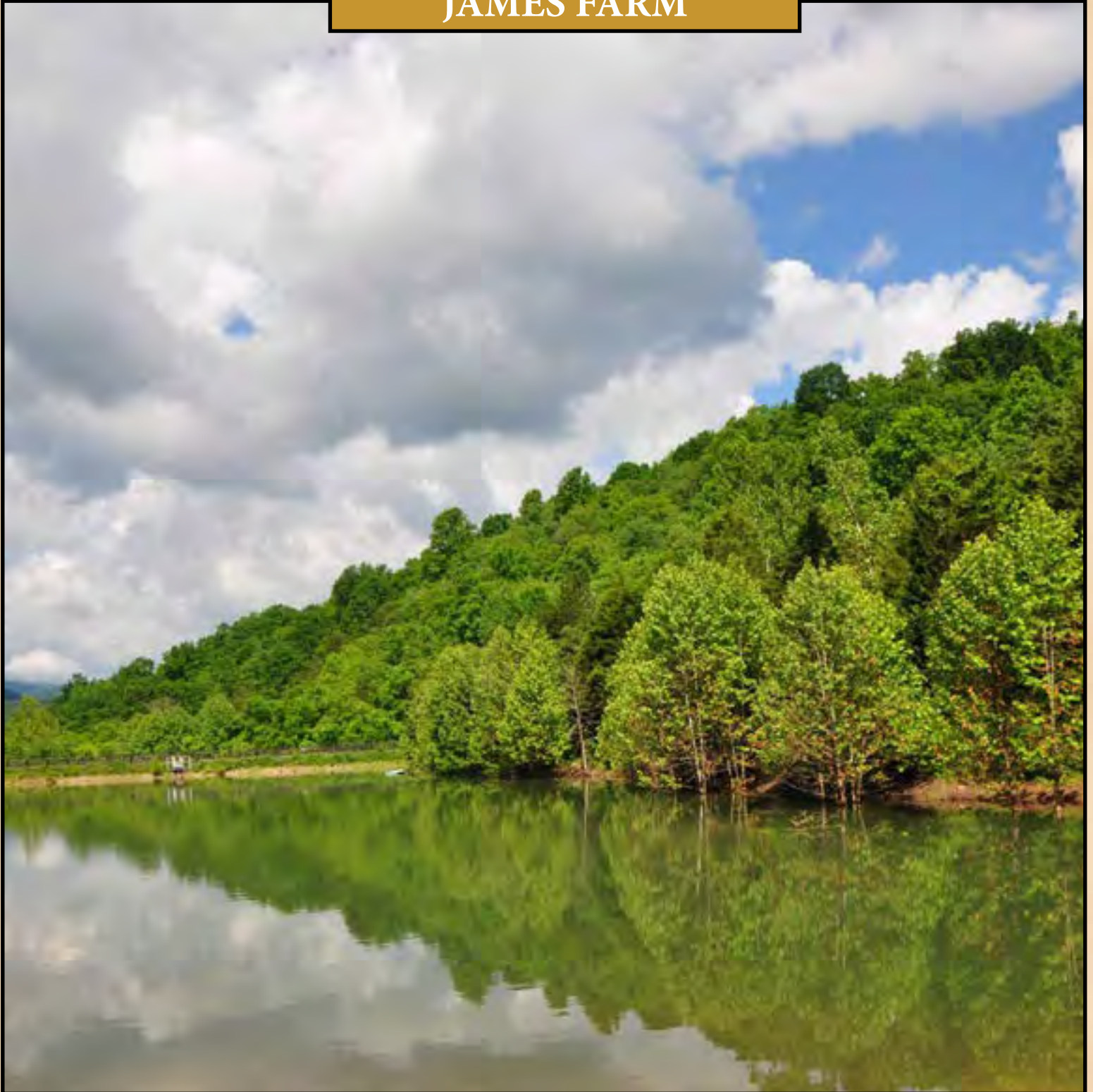
<i>2016 Corn for Grain Bushels Produced</i>	
<u>County</u>	<u>Tons</u>
Jefferson	1,824,000
Hardy	614,000
Berkeley	582,000
Mason	453,000
Preston	267,000
Greenbrier	209,000
Pendleton	198,700
Mineral	110,900
Hampshire	61,200
Wood	55,600



The statistical data for total number of WV farms by each county and the state crop and cattle reports were provided by both the 2012 U.S. Census of Agriculture and the W.Va. Crop and Cattle Report statistics compiled by the U.S. Department of Agriculture's National Agricultural Statistics Service – West Virginia.

FOXFIRE REALTY

JAMES FARM



775+/- ACRES RECREATIONAL PROPERTY | GREENBRIER COUNTY, WV. | \$2,100,000

FoxfireNation.com

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SHAW-MI-DEL-ECA LOT #28



0.63 ACRE IN A BEAUTIFUL GATED COMMUNITY | LEWISBURG, WV | \$55,000

GRANDVIEW DEVELOPMENT SITE



250+/- ACRES | BEAVER, WV | \$1,950,000



LEADING TEAM FOR RESIDENTIAL,
FARMS, AND COMMERCIAL PROPERTIES
IN THE GREENBRIER VALLEY



W. PAUL GRIST
BROKER, AUCTIONEER

PAUL JACOBY, GRI REALTOR
CINDY RUDD, EXECUTIVE ASSISTANT
DONNA STONER, GRI REALTOR
ANN BELL, ASSOC. BROKER

CURTIS PERSINGER, JR., GRI REALTOR
AMY L. ANDERSON, REALTOR, BUYER'S AGENT
SARAH REAM DRIGGERS, MARKETING COORDINATOR



A gentle rise climbs upstream to a natural bowl in the woods that protects this stunning Highlands Group-designed home from wind and weather. A private retreat that's also ideal for entertaining, the home sits harmoniously in the middle of a secluded 10-acre glen and features many inspired, eye-catching touches. Listed at \$3,280,000, this property will sell at Absolute Auction 11am July 27, 2018 by the luxury auction company J.P. King in partnership with Grist Real Estate.



782 JEFFERSON ST, SOUTH
LEWISBURG, WV 24901

**908 SUGAR CREEK HOLLOW
GREENBRIER SPORTING CLUB**





This gracious French Chateau home enjoys a jewel-like setting, nestled out of sight from other neighborhood residences, with lush landscaping, a private drive and a gated courtyard with English boxwoods, ivy and holly. Architecturally appealing, with a cedar shake roof and copper accents, a low brick wall and bluestone terrace. **\$2,950,000**

**1562 VILLAGE RUN ROAD
WHITE SULPHUR SPRINGS, WV**



1406 Washington Street, East, Lewisburg, WV - Set amid the grand manors on Washington Street, this historic home built in 1900 has original oak flooring, doors and trim. Features include over 4000 square feet of living space, 4 bedrooms, 4 modern baths, a large front porch, back patio and yard, a living room with wood and gas fireplaces, a carpeted attic suitable for use as a playroom, office or studio, a double garage and a parking area. **LIST PRICE \$629,900**

**1406 WASHINGTON ST, EAST
LEWISBURG, WV**



This graceful, livable home evokes the feeling of an English country manor. Sited on a hill above The Greenbrier hotel, the 4898-square foot home incorporates stone and timber frame elements in a rustic-but-elegant design. A living room with a soaring cathedral ceiling, slate floors, handcrafted cabinetry, desks and bookshelves, and a garden patio add to its timeless character. **\$2,650,000**

**240 WHITE SULPHUR HILL
WHITE SULPHUR SPRINGS, WV**



172 Old White Drive, Lewisburg, WV - This beautiful 4BD/2BA home has hardwood flooring and an open floor plan. Located in the coveted Greenbrier Pine neighborhood, it's close to the West Virginia School of Osteopathic Medicine and downtown Lewisburg.

**352 LAMPLIGHTER DRIVE
LEWISBURG, WV**



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Richard Grist, Broker

