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National Land Realty sells more than \$1.5 billion in land

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Greenville, SC National Land Realty hit more than \$1.5 billion in sales in 2021.

While total transactions and acres of land sold in the past year have increased 51.5 and 80.4% respectively, overall sales volume has grown 131%. Meanwhile in the same timeframe, the company also added a new CMO and CTO, as well as dozens of new brokers nationwide. A total of 291,449.82 acres changed ownership through 2,201 transactions.

With 86 offices in 41 states, National Land Realty currently employs 360 active agents. In 2021, the company opened new offices in New York, New Jersey, Texas, Oklahoma, South Dakota, and Virginia.

Rediscovery of a Safe Haven Asset

“More and more people are rediscovering the value of land as a safe haven asset in the current volatile economy. Land has offered a store of value since this country was settled and continues to be a safe haven for investors that no equity, bonds or even gold can compete with,” said Jason Burbage, president of National Land Realty.

“In the past year, National Land Realty has grown at an extremely fast clip. We hired Mac Christian, our new CMO, who will make sure that our marketing function is up to the task of consolidating and expanding on our growth. Meanwhile, under the direction of our new CTO, Tyler Van Meeteren, we are continuing to invest in our land touring and mapping technology which makes our agents better equipped than any of their peers to guide clients through their purchasing journey. Combine all of that with our hiring of new agents and you have a company that is ready for more rapid growth in 2022,” said Jason Walter, CEO of National Land.

As a reflection of the company’s growth, National Land Realty recently recognized several agents who made it possible at its annual company conference, the National Land Summit. A few of those include:

- Clint Flowers, ALC (Gulf Coast Office) who received the Top Gun Award for being the company’s top producer with the highest total gross commissions.

- Austin Hill (Middle GA Office) who received the Rising Star Award, an award given to an individual who is newer to the company (within 10 years) and is on a path to success in sales, education, support, and core values.
- Beth McLellan (Kosciusko, MS Office) who received the Trailblazer Award for her positive influence on the lives of her team and helping them achieve the highest levels of success, not only in business, but in life.

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