

BROKER SPOTLIGHT

Davis DuBose Knight

As part owner and Director of Real Estate at Davis DuBose Knight Forestry and Real Estate in Arkansas, Mark Knight is no stranger to recreational land sales. In fact, his love for land runs in the family.



“I grew up on a row crop farm in the Mississippi Delta, and I always planned on returning to the family farm after college.” Knight said. “But after only a year home, I decided to put my education to use and try the corporate world.”

Knight earned his B.S. in Agricultural Business/Agronomy and an MBA from the University of Arkansas, and then worked at a management and marketing firm in Conway, Arkansas.



Mark Knight

“I worked in retail with one of their largest clients, Blockbuster Video, for seven years, and while it was a great learning experience, I knew it wasn’t what I wanted to do long-term,” he said. “The land was always calling me back.”

Fast-forward six years, and through a mutual mentor, Bill Smith, Knight met Pat DuBose. Around this time, DuBose and business partner Bryan Davis had ventured into real estate, specializing in forest and timber management. When International Paper divested about one million acres of timber property in 2004, Davis had a number of clients that were ideal to buy large tracts.

“I was excited to think about getting in at such a turning point in the dynamic of recreational real estate,” Knight said, “so I got my real estate license and officially joined with them in January 2005.”

As a Potlatch Preferred Broker, Davis DuBose Knight manages about two dozen Potlatch property listings. Knight loves visiting new places around the state and sharing these undiscovered parcels with prospects who love the land the way he does.

The firm’s website, www.forestryrealestate.com, is a place for buyers, sellers and agents to acquire property information anytime, anywhere.

“Technology is a huge part of what we do now, with GPS, the Internet and smart phones,” he said. “Sharing information in real time with our clients makes our showings easier and gives us instant credibility.”

With buyers ranging from retirees looking to build a vacation home, to couples that have purchased land for camping and fishing with their young families, Knight shares his clients’ passion for recreation. In fact, he and his wife, Tiffany, are passing along this love for the land to their sons.

“I love to duck and deer hunt, and my boys will hopefully be joining me soon,” he said. “For now, they just like getting muddy, riding our four-wheelers, fishing and hanging out by the creek – just being out with dad.”

For more information about Davis, DuBose, Knight or its Potlatch land listings

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