



It never really got the publicity a transaction of this magnitude merited, but Orlando broker Maury Carter's \$21.4 million sale of 6,093 acres along the Wekiva River and SR 46 on May 1 stands out as the largest deal of its kind this year.

The buyer was Florida's Conservation and Recreation Lands program. This was also the second highest price CARL has ever paid for land. The highest was \$22.8 million for 431 acres in the Florida Keys.

Duke Woodson, an environmental law specialist, negotiated the deal for Carter. Woodson is with Foley & Lardner, van den Berg, Gay, Burke, Wilson & Arkin. Carter's asking price was \$24.4 million, or about \$4,000 an acre. The state's two separate appraisals came in at about \$21.9 million and \$22.1 million, so the state looked good buying the land for \$21.4 million.

Carter began accumulating the 6,000-acre parcel in 1983. Based on the national Consumer Price Index, Carter's return on investment in this deal was no record-breaker, land specialists say. But you've got to remember Carter is a successful longtime Orlando area land broker who also understands the value of preserving certain land parcels, both for the community and for future personal long-range development projects.

Woodson, Carter's attorney, says he's working on "a few" other large land deals for other clients involving the Florida Department of Environmental Regulation. They may be completed by year-end. •