

THE LAND BUYERS' GUIDE

LAND BUYING MADE SIMPLE!



WHY BUY LAND?

WHAT IS YOUR REASON?

Many buy land for a place to build a getaway home or cabin in the country, a retreat from the stresses of every day life but owning land can provide other benefits:

- Investment - land is a long term, tangible investment that won't wear out or ever depreciate. It is a precious resource; after all, they aren't making any more of it. Land is the basis of all wealth. It is no longer a question of whether land will appreciate, but rather how much it will appreciate
- Recreation – fishing, hunting, hiking, camping
- Farming - land provides a sense of self sufficiency, a means to provide food
- A safe haven for family and friends to gather
- Lease for agricultural uses, hunting, solar or wind power generation
- Timber harvesting
- A legacy to pass on to future generations

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The best
investment on
earth is earth!

-Louis Glickman

Land is the only investment that claim so many real benefits!

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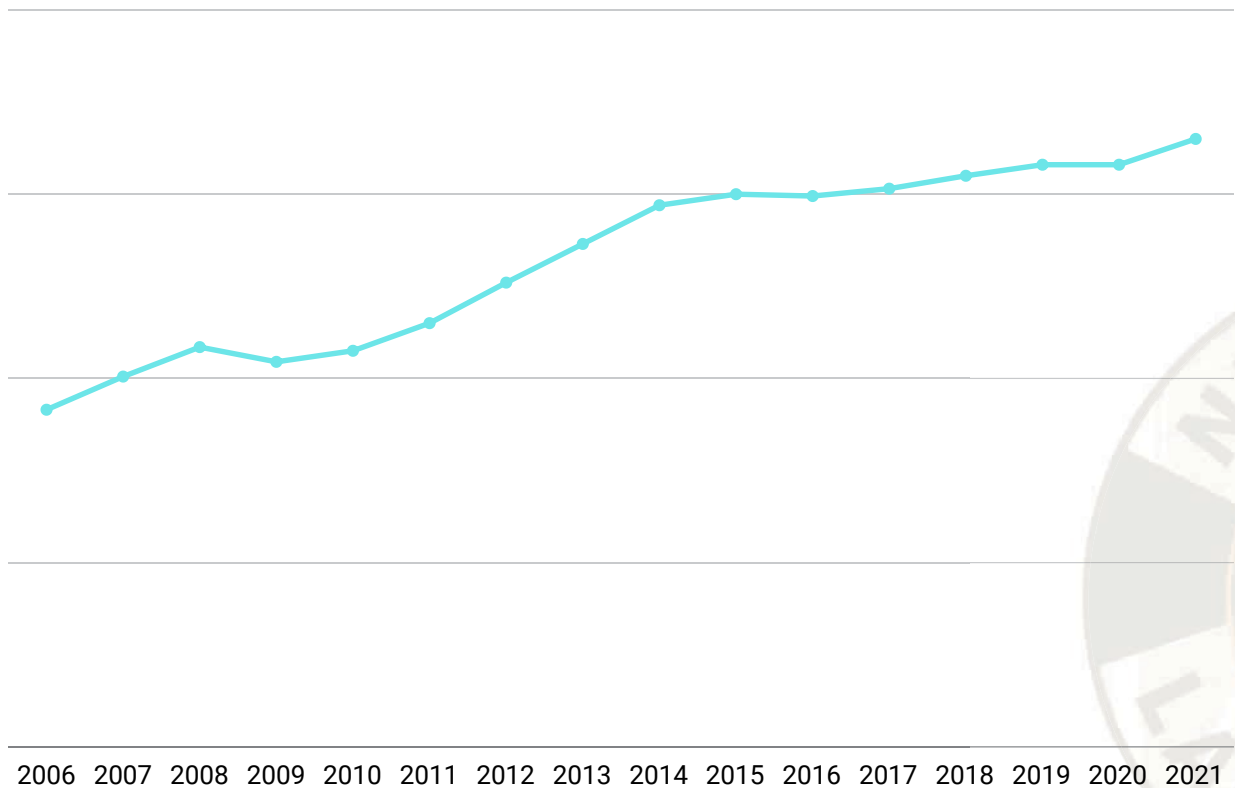
Coming to our
land is like
stepping into a
cloud...everything
that's trouble
goes away!



AVERAGE U.S. VALUES

Add a little bit of body text

LAND VALUES ARE ON THE RISE



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The major fortunes in
America have been in land.

-John D. Rockefeller

The question is not ***IF*** your land will increase in value, the question is
HOW MUCH.

WHY UPSTATE NEW YORK?

THE CLOSING FRONTIER

Well known for its rustic farms, glacial lakes, mountains, valleys and sleepy, family friendly towns, upstate New York is a uniquely positioned Real Estate market just a short drive from over 20 million people and surrounded by numerous states and regions with the highest household incomes in the country, yet upstate New York still offers some of the lowest priced land in the U.S! In addition to its incredible countryside, the region also boasts top notch educational and medical institutions, and expansive economic opportunities.

With the world in such a state of uncertainty, baby boomers and millennials alike are buying up land in upstate NY like never before to escape pandemics, social unrest, and the high costs of living. This exodus has affected land availability which in turn will affect prices. The secret seems to be out...Upstate NY still has affordable land, low taxes and offers a HIGHER QUALITY OF LIFE! Now is the right time to take advantage of this incredible buying opportunity!

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Find out where people are going and buy land before they get there!

-William Penn Adair

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So exhilarating.
So worth the
drive! I couldn't
be happier with
this land.



WHY NEW YORK LAND & LAKES?

PRICE - PROTECTION - SIMPLICITY

New York Land & Lakes has been selling land to happy customers for almost three decades and has built an outstanding reputation in the communities where we work. We are very proud of our A+ rating with the Better Business Bureau, a rating we have held continuously for 24 years!

“Our motto is: “Land Buying Made Simple!” We do this by taking all the hassle and guess work usually associated with a land purchase, out of the equation. We provide:

- All approvals from Federal, State and Local agencies
- A new survey so you know exactly how much land you are buying and where the boundaries are
- Soils Tests and Engineering reports to ensure you can build on the land
- Clear title
- Title in the form of a Warranty Deed
- Protective covenants - Everlasting protection written into the deed to each parcel

All of these benefits, we call our “Buyer’s Protection Plan”, are included in the low prices of our properties saving you thousands on your purchase.



**BBB
Rating:
A+**
As of 5/19/21



”

America is about having hope and owning land. And knowing it's yours today and tomorrow.

HOW DO I BUY?

CASH AND FINANCIAL OPTIONS

CASH

By paying cash, you will save on interest and closing costs

HOME EQUITY LOAN

Many of our customers use the equity they already have in their homes to borrow against to pay for their land purchase. It's generally a loan at a much lower interest rate and the interest can be written off.

CONVENTIONAL BANK LOAN

Local banks can sometimes write land loans, but they typically charge many fees and take a long time to close

BUYING WITH AN IRA (INDIVIDUAL RETIREMENT ACCOUNT)

Many don't know this, but real estate can be purchased with IRA funds without paying penalties and deferring taxes on the gains.

BORROWING AGAINST A 401K

You may be able to borrow against your 401K.

NEW YORK LAND & LAKES

Offers "In-House" financing that is very easy and affordable and there are NO application fees, appraisal charges or pre-payment penalties!



LAND BUYERS' GLOSSARY OF TERMS

ACRE

Roughly the size of one football field or 43,560 square feet.

CLOSING

The final transaction in a Real Estate purchase where the deed is delivered, financial adjustments are made and documents are signed. NY Land & Lakes' closings typically occur 2-3 weeks from when a contract is signed.

DEPOSIT

Money given to the Seller to secure the property and take the property off the market.

EASEMENT

A right to the limited use of the land by someone other than the land owner. It usually pertains to access and utility line placement.

ENCUMBRANCE

Something that affects or limits the Title to a property such as restrictions, mortgages & leases.

EQUITY

The difference between the market value and the amount that is owed on a property.

ESCROW

A third party, usually an attorney, that acts for both the Buyer and Seller and handles disbursements of funds such as deposits.

FORECLOSURE

The legal process in which a mortgaged property is sold to pay a defaulting borrower's debt.

MINERAL RIGHTS

The ownership rights to underground resources such as fossil fuels (oil, natural gas, coal, etc.), metals and ores, and mineable rocks such as limestone and salt.

PROTECTIVE COVENANTS

Covenants or protections that are written into the deed and require a real estate buyer to abstain from specific actions that could negatively affect the value of the property or neighborhood.

RIGHT OF WAY

A strip of land that is granted, through an easement or other mechanism, for transportation purposes, such as for a trail, driveway or highway.

ROAD MAINTENANCE

Roads are maintained either privately through a Property Owners' Association, by the local municipality, by the County in which the property is located or by the State (DOT). It is extremely important to know how the roads accessing the property are maintained.

SOILS TEST

Refers to 1) a percolation test which measures the rate at which water percolates down through the soil and 2) a deep test pit which determines the depth to bedrock, groundwater and any factor that may limit the ability of the soil to absorb water. These tests are performed by an Engineer to determine a property's suitability for on-site waste water disposal.

SURVEY

The detailed study or inspection, as by gathering information through observations, measurements in the field, questionnaires, or research of legal instruments, and data analysis in the support of planning, designing, and establishing of property boundaries. The end result will be a map showing all property boundaries.

TIMBER RIGHTS

Allow an individual to own all or part of the trees on a property without actually owning the ground where they grow, and this can lead to some interesting title insurance questions

TITLE

Documentary evidence of ownership specifying the history of its ownership, or chain of title, and transfers. Property without clear title has little or no value.

TITLE INSURANCE

Indemnity insurance against financial loss from defects in title to real property and from the invalidity or unenforceability of mortgage liens.

VITAL INFORMATION STATEMENT

A document packed with information useful to the buyer such as tax information, road maintenance, utility providers, contractors, land use regulations and permits for building.

WARRANTY DEED

A document used to convey real estate that provides the greatest amount of protection to the purchaser of a property. It pledges or warrants that the owner owns the property free and clear of any outstanding liens, mortgages, or other encumbrances against it.

ZONING

Restrictions set by municipalities that specify the use to which property can be put in certain defined areas.

WHAT IS A WHOLESALE LAND COMPANY?

Even if you do not buy your land from New York Land & Lakes, you should know the difference between how general real estate vs wholesale land companies (like NY Land & Lakes) will handle your land transaction:

LAND WHOLESALE COMPANY (like NY LAND & LAKES)	GENERAL REAL ESTATE (Broker)
✓ Prices are below market	✗ Prices are inflated
✓ Deals ONLY with land	✗ Deals mostly with houses (most do not care to deal with land transactions)
✓ No commissions	💰 Charge high commissions
✓ Professional, knowledgeable staff dedicated to education and support	✗ Little to no experience with land
✓ Title work done at no cost to you	✗ Buyer responsible for title work
✓ New survey work done at no cost to you	💰 Buyer will have to pay for a new survey
✓ Soils test completed at no cost to you	✗ Buyer will have to hire an engineer to do soils test
✓ Complicated build approval done at no cost to you	✗ Buyer may have to navigate a complicated approval process to build
✓ Hassle free, quick closing process	✗ Lengthy, complicated closing process
✓ Narrow the search of looking at hundreds of properties with only the highest quality made available to you	✗ Need to spend a lot of time to look at many different parcels as they "all look good on paper"
✓ In-house, owner financing is available	💰 Cash is often required



CONTACT US

The path to your dream getaway in the country starts with the perfect parcel of land! Call today to schedule a land consultation with one of our knowledgeable Land Specialists to get things started!

From dreams to reality!

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We make
land buying
SIMPLE.

888-LAND-NYS (526-3697)

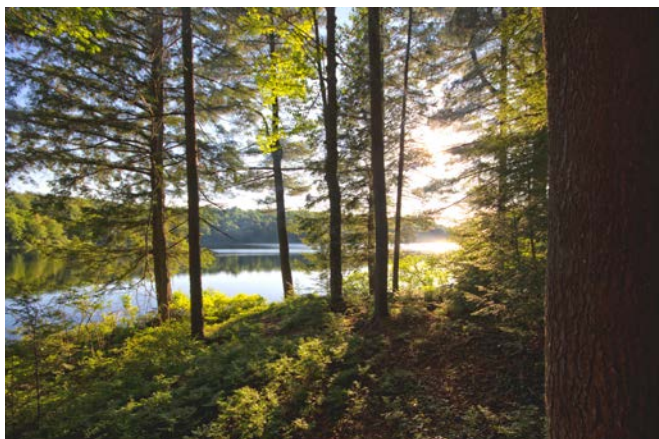


NY LAND & LAKES PROPERTIES

PAST AND PRESENT



MERIDALE FARM



WOODWORTH LAKE



FORESTBURGH POND



HAWK FEATHER FARM



SPRING VIEW FARM



WOODWARD LAKE

