

Farms for sale guidelines for realtors

Thank you for your interest in including some of your listed farm properties on the Columbia Land Conservancy (CLC) and Dutchess Land Conservancy's (DLC) farmer-landowner match program website. This collaborative match program helps keep local farmland in production through facilitation of farm leases and other arrangements including promotion of selected farm purchase opportunities to farmers. We hope that by working together with real estate agents in Columbia and Dutchess counties, we can help enable sales of farms to farmers within the CLC and DLC network. In doing so our program strives to secure the long-term productivity of our important agricultural lands. We can work with potential buyers (or farm sellers) to explore conservation tools and options that might result in protection and (when applicable) affordability of certain properties.

How does this program work?

1. Create a FARM Program profile

In order to add a property to our website you will first create a profile by following this link (<https://clctrust.org/farm-program/matching/>), emailing FARM@clctrust.org, or by calling CLC's FARM Program Coordinator, Terence Duvall, at 518.392.5252, ext. 225.

2. Add your farm listing(s) to your profile

Please review the *Criteria for Listing Farms for Sale*. For each property proposed for listing, you will be asked to describe features that would be important for prospective farmer buyers (as best you can) such as size and location, a brief history of the farming that has occurred on the property, price, and existing infrastructure. CLC staff will also evaluate the suitability of potential properties for protection through a conservation easement. We will use this compiled information to create a set of agricultural maps, and a brochure (.pdf format) with a link to your agency's listing site that will further describe the agricultural resources and amenities associated with the property. You can share this brochure with prospective buyers, post it on your website, and CLC will do the same.

3. Post your farm listing(s) online and search for farm buyers

Once CLC staff has reviewed your property listing(s) and made any necessary revisions, the listing will be added to the CLC/DLC website (with a link to your agency's listing page as well) if it meets the *Criteria for Listing Farms for Sale*. Visitors to our website will then be able to view your listed property along with other identified farms that are for sale.

4. Keep your farm listing(s) active

In order to ensure that our website's farm for sale listings are current, we will contact you every quarter to update the status of the property, and we request that you additionally update the listing as conditions change (list price, configuration, etc).

Criteria for Listing Farms for Sale

- Acres: If vacant land or land with agricultural infrastructure only, greater than 5 acres. If land with residential unit(s), greater than 25 acres.
- Open vs Wooded: At least 50% of the property should be open, and in active production

- Price: Maximum \$750,000. This guideline is intended to make sure that the land being listed on our site could realistically be purchased by a full-time farmer. If applicable, agricultural amenities that might come together with a sale (equipment, tractors, greenhouses) should be noted as well, if separate from the sale price
- Soils: Ideally, property should have at least 25% prime soils or soils of statewide importance; our staff can assist with that calculation.

Frequently Asked Questions:

- ***How can conservation easements facilitate a farm sale?*** Conservation easements (with affordability restrictions when applicable) can bring financial resources to a potential real estate transaction that can both protect the land and compensate a landowner for implementing such protections. If you or your client are interested in learning more about these conservation tools, please contact CLC staff at FARM@clctrust.org. We will be happy to discuss these options in detail.
- ***Does CLC or DLC get a portion of a commission?*** **NO.** Our services are provided absolutely free of charge. Our goal in working with our local realtor community is to help facilitate the sale of important farm properties to farmers who will keep them in production, and where applicable to increase the chance that farms with important conservation value are considered for protection with permanent development restrictions (i.e. conservation easements)
- ***Can I list a property that doesn't meet your criteria?*** Maybe. Our criteria is designed to create a subset of farms that are for sale at agricultural prices, and that have high agricultural importance (prime soils, good farm infrastructure, etc).
- ***If my listed farm doesn't meet your criteria, can you still help my client find a farmer to rent the land?*** Yes. Our farmer landowner match program is designed to do just that. Contact Terence Duvall at FARM@clctrust.org or 518.392.5252, ext. 225.