

FOR SALE
 **OUTDOOR REAL ESTATE SPECIALISTS**
 HUNTING 4 LAND.COM
810-597-1327

NEWSLETTER

from

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STORY OF THE MONTH – SWAMPS

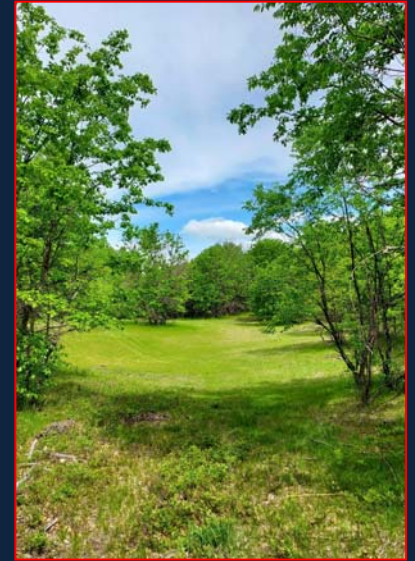
I've encountered lots of different varieties of swamps in my outdoor life. From the small damp spot in the woods that holds seasonal water, to those vast seemingly endless watery morasses that want to pull off your boots at every step. The real interesting ones are those that seem to float. Sort of like you're standing on a dock floating on the lake. Those give me the willies. You can never relax, figuring your next step is going to slip thru the top and send you plunging into whatever is below.

A couple swamp experiences come to mind. First one occurred in the Upper Peninsula when I was off to college. A couple friends and I decided to go do a bit of hunting out on some state forest land over near Kinross. Now that place was pretty much a proverbial "out in the middle of nowhere" type spot to begin with, but we made it even more fun by getting deep in a bowl-shaped swamp and got separated. Took me a few minutes, but I eventually stumbled into one of my friends and we decided it best to start searching for the last guy as dark was only an hour or so away. We also decided the best place to look for our buddy was up on a ridgetop that overlooked the swamp. Once we made it to the ridgetop, we spotted our lost friend wandering in circles in the wet mess below. Course if we would have been "good" friends we'd have just shouted out to him till he saw us, and this would have ended. However, feeling a bit of revenge for past doings, we decided to watch him wander for a while. It wasn't too long before he started shouting and firing off his shotgun, no doubt hoping we'd hear and come looking for him. About 20 minutes into the event, after the sounds of his screaming, and him getting low on ammo, we decided to walk down to the edge and pick him up. Within 5 minutes he was walking with us headed back to the truck. It was interesting to hear him talk about all the things he had experienced while he was "lost". Heck, he even told us he was sure he'd seen Bigfoot and was certain he'd walked at least 10 miles. Swamps can do strange things to a guy's head.

Second swamp event happened to a couple good friends of mine who were hunting in Gratiot County. This piece of state land has a large water filled swamp surrounded by hardwood ridges. Those ridges have produced some nice bucks for us over the years, but the real bruisers are laying low in the middle of the swamp, and that's where this story began. Both my friends decided to carry in hanging stands and work their way into the middle of the swamp, hoping to find a big buck with his guard down. As is the custom with both these guys they stay right out there till o'dark thirty. Which I agree is a good strategy, if you're familiar with your surroundings and it's still daylight. In this case it was the first time either had been this deep in the swamp, and now it was far from daylight.

Continued on next page

FOR SALE



Ogemaw County – West Branch Area
182 Acres +/- \$349,000

Absolutely beautiful rolling, wooded acreage. Very secluded. Extensive trail system, several openings that would make ideal food plot locations, adjoins state forest, gated driveway, and the property has been recently surveyed.



No Matter Who Has It Listed, Give Me a Call

Any real estate agent can sell any other real estate agent's listing. If a buyer calls a bunch of agents, it's like starting over every single time. By walking properties with buyers, I learn what they're looking for, we narrow the search. If I know what a buyer is looking for, when a new listing comes on the market, I may be able to get it in front of them sooner.

If I email a buyer listings that are listed by other real estate agents, or share a listing to Facebook, I would appreciate a call back so I can schedule an appointment to walk the property, or help with getting questions answered, or to write a purchase agreement.

We all do our share of on-line surfing when shopping for anything, including real estate. I do it all the time for my clients. If you see something that looks interesting, give me a shout and I'll call the other agent for you.

If I show you another agent's listing, I become your Buyer's Agent. You get to use my experience of working for over a decade in the recreational land market. I will walk the property with you and encourage you to look at things like wetlands or checking with local agencies about how much taxes will go up after purchase, or land use restrictions, or a number of other things I've encountered. I will NEVER push you to buy something. Never. As I always say, it's just trees and dirt, don't lose sleep over a purchase and never rush into signing a purchase agreement.

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Continued from page 1

They did eventually find their way to the trail that followed the edge of the swamp, and back toward the truck. It was on this trail that things went south, and friendships were tested. A shrill scream suddenly rang out from the edge of the swamp, very near their location. One of those sounds that makes the hair on the back of your neck stand at attention. Both hunters immediately turned and peered in the direction of the scream, straining to see something in the darkness. Just as they were about to dismiss the whole thing it rang out again. Okay, here's where the rubber hit the road so to speak. One friend was in pretty good shape, the other a bit handicapped from a recent motorcycle mishap. Up till now the friend in better shape had been helping the other guy, breaking trail, holding tree limbs, even helping him carry his tree stand. At the sound of the second scream, the guy with the good legs was off in a blur. Nothing left behind him but the dust flying off his boots as he sprinted down the trail. The other guy was left behind to fend for himself, food for the "screaming swamp monster". Fortunately, the story ends on a good note as the screaming "monster" turned out to be a Screech Owl, and the friend left behind did make it back to the truck. He was quick to bring up the point of the other guy running off and leaving him, to which the abler friend replied, "I figured it would take whatever was chasing us long enough messing with you that I could make it back to the truck to call for help." Somehow the handicapped friend wasn't buying that story as the other guy had a cold pop opened and a sandwich in his hand. Swamps can do strange things to people.

LISTINGS NEEDED!

Have you ever considered selling your hunting land or maybe your place up north? I sell real estate all over the state and would welcome the opportunity to list your property. Give me a call and I would be happy to provide a market analysis. It's a seller's market, so now is a great time to list property.

Habitat Consultant

Recently I had the opportunity to work with Legendary Habitat LLC which is a habitat consultant company. Colin Koskinen helps landowners and hunters who want to improve their property to better hold, attract, and harvest mature bucks, create predictable deer movement and help attract many other species of wildlife. He provides clients with the most recent research to educate on topics like whitetail biology and herd management.

Colin works statewide and can be reached at 248-978-3766 or visit his web site at www.legendaryhabitat.com. The picture you see here is from a plan and seed provided by Colin in 2021.



FOR SALE



**Ogemaw County - Prescott Area
31 Acres +/- \$89,000**

A video is also available of this property on my website. Property is located on a private easement just a few miles NW of Prescott. Very nice land; rolling hills, thickets, openings, and a couple swamps. The openings would make a good camping spot or food plot location. Good mix of trees including oak, maple, poplar, pine and birch. Plenty of deer sign on this property!



This is a CRAZY Real Estate Market!!

For any of you looking for land or a home, you know Michigan is experiencing the most competitive real estate market in history. Home sale price increases are in the double-digit range with vacant land increases not far behind. The issue is the lack of listings making competition high. In Michigan, the number of listings plummeted 54% since January 2021. The national listing decline was 42% for the same time period. Low interest rates and the lack of available listings has created some absolutely crazy scenarios. Listing prices are just the baseline for anticipated offers anymore.

If you are in the market to buy, be ready when something comes on the market. If you are financing, make sure you are preapproved. When a new listing hits the market be prepared to visit the listing as quickly as possible – potentially within 24 hours.

BUT remember, at the end of the day you need to be comfortable with ANY purchase. Don't overpay beyond what you are capable of comfortably spending. If you want to enjoy your property for years to come, losing sleep over a payment will rob you of that joy.

What is a dual agent? A dual agent is a real estate agent who acts on behalf of both the seller and the buyer in a transaction. The dual agency is disclosed in the purchase agreement to both seller and buyer. A dual agent has the duty to be honest and deal fairly and in good faith with both parties. Sometimes a dual agent can streamline the transaction, have more info about the property than an agent acting solely for a single party, and may have the ability to reduce a commission. Still, some people are leery of a dual agency relationship because the loyalty of the agent is shared between the buyer and seller. If at any time a client is uncomfortable in a dual agent scenario, I am happy to co-broker a sale so everyone is comfortable with the transaction.

See My New Listings... PRONTO!

As quickly as possible I post new listings to www.Hunting4Land.com and also my Facebook page at Hunting4Land LLC. Check often. On Facebook I will also post other listings that I think would appeal to recreational buyers. If you see something I post that isn't my listing, I would appreciate a call back to work with you as your buyer's agent.

Al's Hometown Kitchen

Hello and welcome to our newest section of the Newsletter. Here in Al's kitchen, Rick and I will be focusing on recipes that work well with wild fish and game that have been harvested right here in Michigan. The recipes are a collection of both originals and borrowed, that work well with domestic and wild harvested ingredients.

Today we are looking at a quick and simple recipe using a Michigan wild turkey. This is great for the family on the go or packing a lunch box for a fun day of fishing.

Using one turkey breast, slice into 1/2" inch planks. Mix 2 1/2 cups of buttermilk and one envelope of your favorite brand of dried ranch dressing into a bowl and set it aside in the refrigerator to marinate for about 1 hour. Then measure approximately 3 cups of cheese crackers (I use Cheez-It brand) and dump them into a large zip lock storage bag. Using a rolling pin, crush the crackers into a medium fine coating. Take the cut turkey planks and dredge in the buttermilk/ranch mixture. Then place the turkey planks into the crushed cheese cracker bag one at a time to coat the planks. Remove the planks and place them so they don't touch on a cookie sheet lined with parchment paper. After the turkey planks are arranged on the cookie sheet, place them in a pre-heated (425°F) oven for 20 minutes. Remove the cookie sheet and let it cool for about ten minutes. Think about using a sauce to compliment the turkey planks. (BBQ, Honey Mustard, Buffalo, Hot Sauce...) The cheese crackers also come in a few different flavors as well.

Ingredients:

- 1 - Turkey breast
- 2 1/2 - Cups buttermilk
- 1 - Envelope dried ranch dressing mix
- 3 - Cups crushed cheese crackers

Optional:

Your favorite dipping sauce

Cooking time:

Preheated oven, 20 minutes @ 425°F

Economic Benefits of Parks

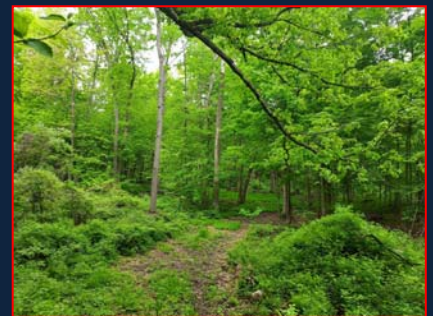
Parks and rec facilities are a big part of Michigan's economy, creating jobs, generating value for surrounding communities, helping to sustain small businesses. MI's outdoor recreation industry supports billions in state Gross Domestic Product and sustains 126,000 jobs and over \$4.7 billion in wages and salaries. On average, every \$1 invested in land conservation leads to \$4 in economic benefit.

FOR SALE



Lapeer County – Attica Area 17 Acres +/- \$165,000

Rolling hills and hardwoods leads to a peninsula that extends in to Elk Lake. Ridges and plush grassy areas that carpet the forest floor. Ideal for hunting, fishing, camping, and maybe even building. Located on quiet gravel road.





Why Hunting 4 Land Is Different

1. I try hard to stay connected with like-minded outdoor lovers through advertising, using services that disseminate my listings to land specific websites, by taking part in outdoor shows and banquets, and by emailing this outdoor newsletter.

2. I don't hire an electrician or other professional without experience in their field. I don't believe people looking to buy recreational property want to work with real estate agents who don't have experience in the outdoors. I've spent a lifetime hunting, fishing, hiking, camping, etc. and we have owned our share of recreational property over the years. Hopefully, my experience can help others in their search.



3. I know my listings like they were my own; I've walked them from corner to corner. When you look at my listings you'll see a lot of pictures, trail camera photos, drone footage, videos, and detailed descriptions. You will NEVER see just one picture taken from the road.

4. Gimmicks, quotas, and pushy sales pitches aren't my thing. When I started working for Michigan Outdoor Properties almost two decades ago and came up with Hunting 4 Land as my website - that was a big deal for me. I'm just a regular, hardworking guy who like most Michiganders spent almost 30 years working in an auto related industry. I was excited to be out of the shop and valued (and still value) every minute I get to spend outside doing what I love; looking for signs of wildlife, spotting runways, scrapes & rubs, admiring forests, and enjoying the quiet.

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Bird Flu Found in Wild Animals

The DNR confirmed that 3 red fox kits died from highly pathogenic avian influenza (Bird Flu) the state's first in wild mammals. The fox kits, collected between April 1-14, came from separate dens in Lapeer, Macomb and St. Clair counties. The virus affects backyard birds and commercial poultry facilities in 34 states and detections in wild birds in 35 states. The flu is highly contagious, and poultry are especially vulnerable. The flu also affects waterfowl, raptors and scavengers (like turkey vultures, eagles, crows).

2022 Elk Survey

During an aerial survey of the elk herd conducted over eight days in January the DNR flew over 1,080 square miles of predetermined sample plots across the northern lower peninsula to locate, count, and photograph elk. Results from the survey estimate the population is between 870 and 1,684 animals. A total of 793 animals in 92 groups were observed during the survey. A population estimate model was used to account for the animals that may not have been observed during the flight. Additionally, the photos taken were used to calculate the sex and age ratio of the herd. The 2022 survey estimates the population has increased 5% since 2019.

Describe your perfect date.

That's a tough one.

I'd have to say, May 19th because it's not too hot and not too cold. All you need is a light jacket.

Bird Collisions

Collisions with human-made structures are a leading cause of bird deaths in the US, causing up to 1 billion bird deaths each year. Birds cannot detect glass, and collisions are just as likely regardless of bird health or age. When birds hit windows, it is a life-threatening occurrence. Even birds that are able to fly away are likely to succumb to their injuries later. The good news is that there are opportunities to make your home or office more bird-friendly: Identify problematic windows. To see which windows have caused collisions, check them from outside for imprints, smudges or feathers on the glass, injured or dead birds, or clumps of feathers within 6-8 feet of the glass. Install bird-friendly solutions. Patterns on the outside surface of glass are the best way to reduce collisions. Studies have shown that exterior window patterns should be about 2-4 inches apart; 2x2-inch spacing is even better for smaller species, like ruby-throated hummingbirds, which are more prone to window-collisions.

What's this oily sheen in the water? If it shatters when you poke it with a stick, it's likely due to natural bacterial processes. If it clings together, take a picture, note your location and report it to the DEQ.

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St. Clair County – Capac Area 51 Acres +/- \$290,000

Farmland that is comprised of Bach Sandy Loam, Thomas Complex, and Palms Muck. Property is not tiled, has ditches on 2 sides, but land has wet areas in spring or with heavy rain. Old house and barns contribute no value - as is - in poor condition. Paved road.



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HOW TO PURCHASE VACANT LAND

Land is purchased and requires similar steps as purchasing a home.

New Mortgage: About 95% of recreational land is financed with a new mortgage. Several financial institutions offer financing. A major lender is Greenstone Farm Credit (greenstonefcs.com). 20% down is about the lowest I've seen.

Cash: Whether a buyer has cash or a new mortgage, at closing the seller gets paid in full. Will a seller take less money because someone has cash? That has not been my experience. Sellers prefer a cash sale and a cash sale usually closes faster than if it's financed.

Land Contract: These are rare because most sellers are still paying on a bank loan themselves and therefore can't offer it for sale on a land contract. When we do see a Land Contract it can involve credit checks, down payment similar to a bank, short term balloon pay off, limited property uses. I've never had a seller offer a land contract with zero or a low down payment.

Home Equity Loan: You owe 100K on your home, it's worth 300K, and you get a loan for the difference... that's a Home Equity Loan. If this is an option for you my advice is to get the loan approved before you look for land. It's disappointing to learn you have less equity than you thought, especially if you've already set your sights on a specific piece of property.

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PFAS Concerns

The Huron River is under a "Do Not Eat" fish consumption advisory from Wixom Road south to Lake Erie due to elevated levels of per- and polyfluoroalkyl substances in fish. The main source of PFAS contamination in Norton Creek has been addressed, but the advisory is still in place until further testing. These trout do not reside in the Huron River for long periods of time. Touching the fish or water is not considered a health concern. For more information, go to Michigan.gov/PFASResponse.

Fuelwood Permits

Fuelwood permits are available from the DNR. Permits cost \$20 this year after a two-year fee suspension due to the COVID-19 pandemic. Here's how to get one:

- Online at Michigan.gov/DNRLicenses.
- Purchase a permit in person at DNR customer service centers or a few forestry field offices; call to confirm hours and availability.
- Mail an application to a DNR Forest Management Unit or field office.

Fuelwood permits are for use on designated state forest land in the UP and the northern Lower Peninsula. They allow for collection of up to five standard cords of wood per household (a standard cord is a stack measuring 4 feet wide, 4 feet tall and 8 feet long). Wood is for personal use only and cannot be resold or traded. Wood must be dead and down within 200 feet of a road. No off-road use of vehicles is permitted to gather wood. Permits are good for 90 days after they are issued; all permits expire Dec. 31. You must carry the permit with you while collecting wood and make sure to fill out the collections log before transporting your wood. Cut firewood near where you live. Transporting firewood can spread invasive pests or disease. For more info go to Michigan.gov/Fuelwood.

SAFETY COURSES

ORV safety: State trails and scramble areas are now open for ORV use. Operators under the age of 16 riding on public land in Michigan must take an approved ORV safety education course, carry an ORV safety certificate and have direct visual supervision of an adult (including when crossing roadways).

Boater safety: Summer fishing helps us forget about those winter blues. Boaters born after June 30, 1996, must earn and carry their boater safety certificate to operate a motorized vessel in Michigan.

To register go to Michigan.gov/RecreationalSafety.

Up until 1978, field positions in fire and forestry were off-limits to women in the U.S. Forest Service. But today, women now head 13 of 59 state forestry agencies.

COMING SOON



Saginaw County – Birch Run Area
30 Acres +/- TBD

Half wooded – half tillable with pole barn (no electric) and ponds. Located on a paved road.



PENDING



St. Clair County – Emmett Area
16.62 Acres +/- \$129,000

Wooded parcel on class A road with natural gas available. It is located between farmland providing a nice corridor and bedding area for the area deer and turkey population. Potential build site with driveway started. Surveyed.



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Ways to Offset Recreational Land Costs

By Kimberly Coe, GreenStone FCS, Financial Services Officer, Cadillac Branch

When purchasing recreational land, the expense can seem to add up. First, there is the 20 percent down and the closing costs (which may add another 2 to 2.5 percent). Buyers will also want to factor in the monthly interest, the loan principal payment, any liability and/or structural insurance, and the real estate taxes. It may seem like a lot, but buyers shouldn't fret. There are a number of programs available that can be used to help reduce and offset costs for things such as the tax base and management costs.

There are several programs available in different areas; here are a few to get you started:

Ducks Unlimited offers a number of various conservation programs. The organization is a leader in wetland as well as waterfowl conservation. Through a Ducks Unlimited program, land owners may be able to offset the cost of restoring and managing the land to a wildlife habitat.

Quality Deer Management Association is another organization that may be able to assist with the cost of a land restoration project through education, seed costs, or deer management.

There are also a number of government-funded programs. The Qualified Forest Program (QFP) offers conservation programs and tax exemptions; the Conservation Reserve Enhancement Program (CREP) offers conservation, restoration and tax base exemptions; and the Farmland Preservation Program (FPP, also formerly known as P.A. 116) also offers tax exemptions.

These are just a few of the programs available to help offset expenses. Local university extension offices often have information on these and other programs in your specific area. The key is to research and take the time to get the appropriate forms submitted and the necessary inspections complete. After that, retreat to your peaceful paradise, and enjoy!

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Report Tagged Fish

Anglers are asked to report tagged fish to assist data collection efforts. Anyone catching a tagged fish is asked to report the following information using the tag return form at Michigan.gov/EyesInTheField:

- Species
- Length
- Weight (if known)
- Tag location (where tag was attached)
- ID # (the larger of the two sets of numbers)
- Tag return address (ie: MICH DNR MM-1)
- Capture date and location

Each tag is stamped with an ID number. Once a fish has been successfully reported, the angler will receive a letter detailing the fish's history. The DNR has tagged more than 100,000 walleyes in the Saginaw Bay area since 1981. About 10% of the tags include a \$100 reward for reporting. To be eligible for a reward, photos are required of the flattened tag. If anglers aren't interested in a reward, don't remove the tag before releasing the fish. Walleye are collected with electrofishing boats that temporarily stun the fish to collect statistics, tag the fish and release them. Spawning walleyes migrate back into Saginaw Bay and a large number migrate out of the bay into Lake Huron. Fish from Saginaw Bay have been found ranging from the Straits of Mackinac to Lake Erie. To learn more, go to visit Michigan.gov/TaggedFish.

Need Help Around Your Hunting Camp?

Countryside Property Solutions, Jeff Johnson, can help with many things like tree removal, brush hogging, gravel driveways, food plots, soil testing, and rototilling. Jeff is based in Caro and can be reached at 989-297-5267 or through his Facebook page, Countryside Property Solutions. The picture below is from one of my own 2021 food plots.



While at a Great Lakes port this season, you might see a **DNR Large Fisheries Research Vessels** conducting annual fish surveys. The public is encouraged to visit the vessels when in port and talk with the crews about their work. To ensure safety, anglers and boaters are asked to give research vessels and their deployed sampling gear plenty of space when on the water.

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Group Land Purchase

Below is part of a GreenStone Farm Credit story by Tom Peterson.

Gathering friends or family members together to purchase land for recreational purposes can be a good way to enjoy outdoor activities without carrying the complete financial burden of the land. However, successful group purchases of land require thoughtful planning.

Establish an LLC or Holding Group - If the purchase involves more than two people, it is best to establish an LLC to handle the financial obligations. Establishing an LLC will require articles of organization prior to the closing of the loan.

Have a Written Plan - Plans should include everything from payment dates and amounts, to who can use the land and when. We highly recommend creating a schedule for the land indicating who is using the land and for what purpose. It is also important to establish rules, such as how others outside of the group can use the land. Unfortunately, poor communication on the front end of the arrangement often results in bad situations down the road. It is often best to consult with an attorney to structure a formal plan.

Establish a "Slush" Fund - Like owning any property, funds will be needed for maintenance, improvements, taxes and other costs associated with the property. Determining a monthly amount for each member to contribute provides the money necessary for ongoing expenses. Many groups will create a designated account to hold these funds and make loan payments and cover other expenses.

Ownership Transfers - The process should take into consideration situations including individuals wanting to sell their portion, inability to pay, and death. Often times, GreenStone is able to restructure the ownership without incurring additional fees normally realized in refinancing.

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**Vacant Land Mortgage
Interest Rates on the Rise**

Many of you may not be aware that there are several lending institutions that will mortgage vacant land – not just for a construction loan – but for good ole recreational land from small parcels to unlimited acreage. Adjustable or fixed-rate financing options are available and some offer 30-year amortization terms. Down payments are generally in the 20% and higher range. Pole barns, outbuildings and other site improvements can be included in financing with some lenders. Competitive interest rates exist but unfortunately, those rates have started to climb. If you would like more information one of the major vacant land lenders in Michigan is GreenStone Farm Credit Services and can be found at www.greenstonefcs.com.

LISTINGS NEEDED!

Have you ever considered selling your hunting land or maybe your place up north? I sell real estate all over the state and would welcome the opportunity to list your property. Give me a call and I would be happy to provide a market analysis. It's a seller's market, so now is a great time to list property.

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DNR Teacher Education Events

After nearly two years of pandemic uncertainty, the DNR's popular teacher education events return to a full schedule in 2022. The Academy of Natural Resources looks forward to hosting up to 80 Michigan educators at its two program locations this summer.

- Forests, Fields and Fins is the academy's core class about managing and caring for Michigan's natural resources.
- NatureQuest is an introduction to flora and fauna of the Great Lakes region.
- WEE Ones looks at incorporating nature-based best practices into early-elementary daily lesson plans.

If you're looking for natural resources-themed inspiration, sign up soon! For information about these summer courses, scholarships and credit options, go to Michigan.gov/ANR or contact Kevin Frailey at 517-974-7941.

Tree Campus K-12 Program

Arbor Day Foundation's Tree Campus K-12 inspires the next generation of tree stewards through experiences both inside and outside the classroom. The program cultivates lifelong respect and fosters positive connections between youth and the trees in their communities. Learn more at arborday.org/programs/tree-campus-K-12. Know a school already making strides with trees and students? Nominate it for Tree Campus K-12 recognition.

Plant a Tree and PIN it!

Help plant 50 million trees by 2030 thru the Mi Trees campaign. Whether it's a family forest plot handed down through generations or a city lot, a new tree (or trees!) can make a big difference - cleaner air and water, summer cooling shade, a haven for wildlife. More than 50,000 have already been planted and mapped statewide by 270 planters. So, pick a tree from a nursery, plant it, and then pin it on the DNR's interactive map. For more info go to www.michigan.gov/dnr/managing-resources/forestry/mi-trees.

Lumber in Michigan

The lumber boom in Michigan peaked in the 1870s and 1880s, but large-scale operations continued into the next century. Today, there are more than 800 logging and trucking firms, 300 wood product manufacturers and mills, and more than 3,000 secondary manufacturers who use wood resources to produce their products. Lumber is still a viable, big business in Michigan because of improved forestry practices.

**TIPS ON HOW TO FALL ASLEEP
IN A LIVING ROOM CHAIR:**

1. Be old
2. Sit in a chair

**Commonly Asked
Questions**

Taxes: Once a property is sold property taxes come "uncapped" which means taxes will go up. You will not pay the same amount as the previous owner. To get an estimate of what taxes will be after the sale, contact local officials.

Building Codes / Zoning:

Things like campers, pole barns, sq. ft. requirements, driveways, etc. can be regulated by local governments. Before you purchase property make sure to contact local officials.

Deposits: A deposit, also called an Earnest Money Deposit (EMD) is required from the buyer once both buyer and seller have agreed on price/terms and the Purchase Agreement (PA) is fully signed. \$1,000 is an average amount for a deposit but can be part of the negotiations. The check is deposited into an Escrow Account until the date of closing at which time it will be applied to the purchase price.

Binding Contract: A Purchase Agreement is a binding contract. Once it is signed, if a buyer or seller changes their mind for any reason other than something written in the PA, legal action can take place by the buyer or seller. Do your due diligence and sleep on it before you sign on the dotted line.

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