

LAND ACQUISITION BRIEF · COLUMBIA AND
NORTHEAST DUTCHESS · 2026

Two hundred and twenty acres. *Which side of the county line?*

Nine pages for one buyer who asked for 220 acres: what the listing that started the search really was, every active parcel over 200 acres in two counties on one scale, and how eleven listings become two different decisions.

SPECIMEN · CLIENT AND PROPERTY DETAILS REMOVED

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01 · SETTING EXPECTATIONS

The listing you inquired about was priced well below market. It was a foreclosure.

A working farm with barns and silos, under contract within weeks of its final reduction, at roughly half the county's median asking price per acre. It set an expectation the open market does not meet, so the brief opens by saying so, with its listing history and where it sat against everything else for sale.

02 · THE COUNTY DIFFERENCE

Columbia County land trades at roughly a third of Dutchess prices. Dutchess holds the farm ground.

11

active listings over 200 acres, both counties, on the day of the brief

\$5,682 / ac

Columbia County median asking, 4 listings, 1,119 acres

\$19,500 / ac

Dutchess County median asking, 7 listings, 2,435 acres, one outlier off scale

Chart in the full brief: asking price per acre for every parcel, dot size by acreage, land in agricultural production marked. Which side of the line you buy on decides what your money gets you.

03 · STRATEGY

Eleven listings. One filter. Two genuinely different decisions.

STEP	COUNT	WHAT IT MEANS
Active listings over 200 acres, both counties	11	The whole market
Less: asking over \$4 million for the land alone	-6	All six in Dutchess
In range	5	\$999,000 to \$3.7 million
Direction one: land	3	223 to 367 acres, all Columbia, all under \$2 million
Direction two: working farm	2	\$3.5 to \$3.7 million, both counties

No 200-acre listing existed anywhere between \$1.9 million and \$3.5 million. The gap is where the decision lives.

Direction one · Land

Buy acreage and geography now, under two million, and treat any farm build-out as a later, optional project. Clearing, fencing, water and a barn priced at \$200,000 to \$950,000 depending on the parcel.

Direction two · Farm

Pay for the tillable ground and the infrastructure someone else built. Less to do, more to carry, and the price reflects the land's production history rather than its views.

Each parcel in the full brief carries acreage, asking price per acre, terrain, water, structures, agricultural status and a note from the ground. Sources: Flexmls, county parcel and tax data, listing histories, site visits.

GET THIS FOR YOUR OWN DECISION

The whole market for what you want, on one page, before you drive anywhere.

Research is included with representation and available as a standalone engagement. Tell me the decision you are facing and I reply within 48 hours with scope and timing.

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