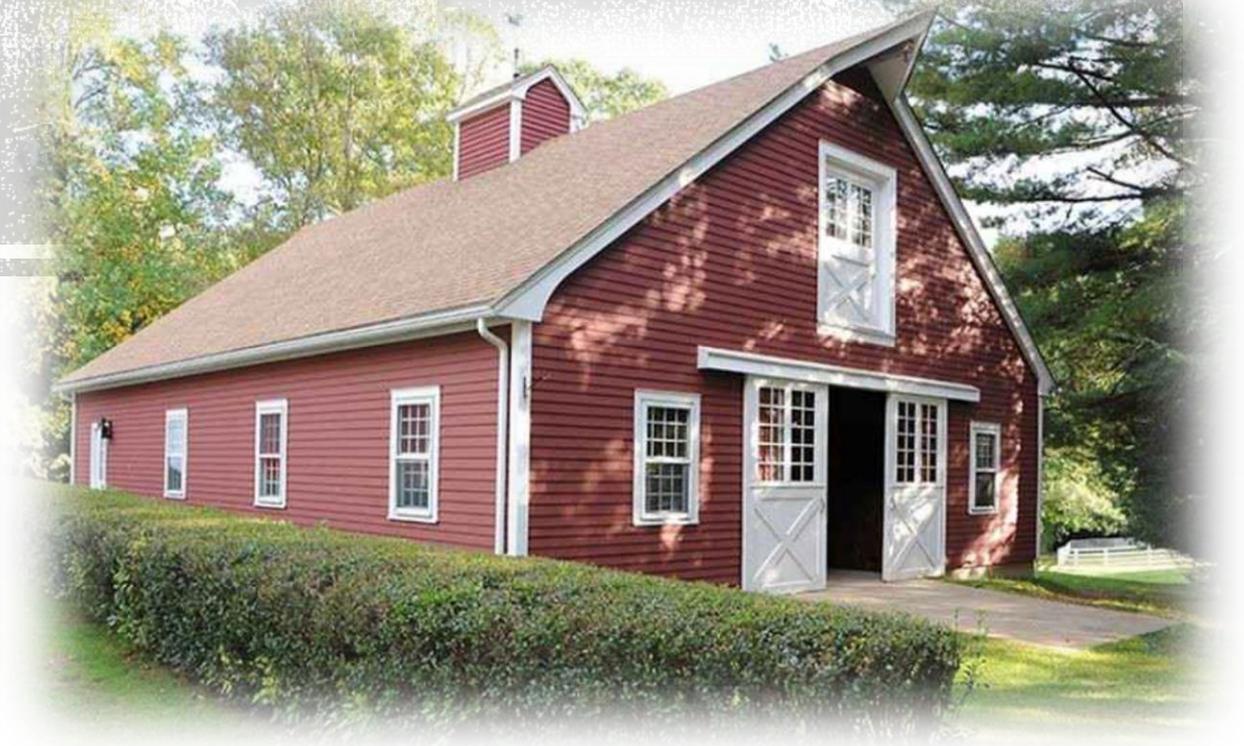


Buying Horse Property



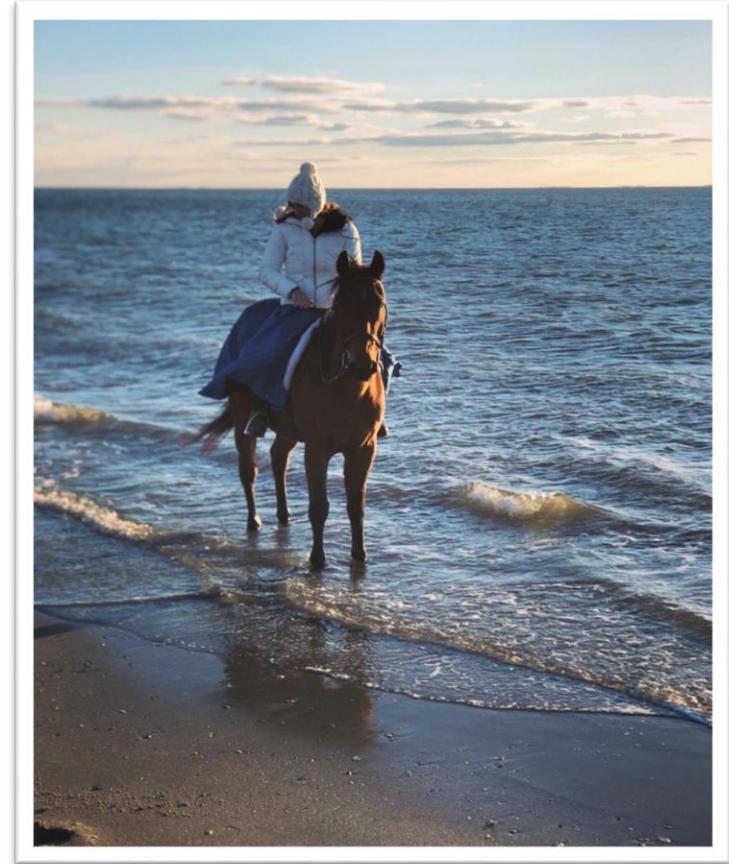
WILLIAM RAVEIS
EQUESTRIAN





Presented by Kelly S Ryan

I've owned horses for 20 years. Before real estate I went to Lyman Hall for their Large animal program then onto University of Findlay for Equestrian Studies. I came back to Connecticut, got certified to teach beginner and intermediate lessons and taught for 8 years. I've always loved looking at houses and to combine that with horses and the creativity real estate gives you I knew it was a career that would drive me. It is not easy real estate by any means but it gives me an outlet to use the knowledge I have, problem solve, witness dreams come true and make new riding friends! I currently have my own small farm with four horses where I am living the dream and you can too.



Get Preapproved, Find a Horse Savvy Agent



Get Preapproved, Find a Horse Savvy Agent

First step is always getting preapproved.

A preapproval will tell you

1. what you can afford
2. what it costs to buy
3. What type of loan you are going for
(each can effect what you can buy)

Find a lender who is comfortable and familiar with lending on horse properties as they can be unique and have certain lending hurdles.

Select a Horse savvy Buyers Agent

You do not need to use the listing agent of a property as your agent, **YOU CAN HAVE YOUR OWN BUYERS AGENT.** In general sellers pay agents commissions so a buyers agent comes as no cost to you the buyer. Select an agent who is familiar with the market, knows the lifestyle, can offer recommendations and make the challenging process smooth.



Things to think about..



Things to think about..

- How many horses or animals do you plan to have? Check with Zoning what each town allow.
- Do you need to stay in a certain area or are you willing to travel?
- Are you planning to board or have a business?
- Do you want a barn or run in pasture type turn out?
- Is there water and electric to the barn?
- Is it city or well water?
- What are the fences made out of? Are they safe?
- What size are the stalls?
- What is the barn floor made of?
- What is the soil like for pasture and drainage?
- Where will you dispose of manure?
- Are there any easements or restrictions on the property?
- Are there any wet lands?
- How is the topography and lot (slopped, rocky, thick, wooded, wetlands, restricted)
- How much of the acreage is usable?
- Do you need a riding ring, or trails nearby?
- How is trailer or feed delivery parking? Enough room to get easily in and out?
- Is there a hay loft or room to store hay safely?
- A tack or feed room?



Have an Open Mind...



Have an Open Mind...

MAKE A WANTS VS NEEDS LIST

It is very hard to find the perfect house with the perfect property.

You may find a house you love but the land doesn't work, or a barn that is perfect but the house is not. Or a GREAT property but in the wrong location. Maybe you need more acreage, a barn, different fencing, an arena..

Every set up is different and unique which makes buying and selling horse right off the bat some of the most challenging real estate sale there are.

Be open to the potential and know the difference between your want and needs list for both you and your horses.

Every House, Every Property, Every Barn, Every location is unique and different just like the sellers selling them and the buyers buying them.

The search portion of buying a horse property could take days, months or years.

Have patience.



Research Zoning



Research Zoning

Every town has different zoning regulations and how much livestock you can legally have on a property per acre.

Check with each towns local zoning office to be sure the property you are interested meets your needs.



Drive By



Drive By

BEFORE booking a showing, drive by properties you may be interested in.

This may eliminate some properties where..

- You don't like the location (too far out of the way)
- Too busy of a road.
- Land is not cleared enough.
- Topography may not be right.

From there schedule showings with your buyers agent. They will get you attachments to the listing, disclosures and be able to answer any questions. Be Wiry most farms require 24 hours notice to prepare for a showing.



Challenges



Challenges

- Getting qualified for that dream property can be challenging. Be realistic and honest with what you can afford.
- Getting your foot in the door with a “low ball” offers tends to get rejected. Have local knowledge of what similar horse properties in the area are selling for. Refer to your agent for guidance.
- It is best to keep personal items out of the sale negotiations such as tractors.
- Inspections are lengthy with large properties, and outbuildings. Negotiations can become tricky. I’ve negotiated removal of a manure pile. (Keep in mind it is the inspectors job to find all problems, no property not even new is perfect. Limit addressing items that are a safety issue or deficiency, not cosmetic and/or above \$100 to address. Large ticket items.)
- Appraisal issues can arise when outbuildings/barns/indoors hold large value and lenders do not recognize that. Find a lender familiar with these types of unique properties value.



LIVING THE DREAM



Living the Dream

Cons

- You will fill the barn up with animals you never thought you needed.
- Your horse will now think you are a human feed dispenser.
- Your barn and house will never be clean at the same time.
- Never vacation again.
- May not have all the items initially on your want list

Pros

- Enjoy coffee watching over your horses grazing.
- Visit and ride at all hours of the day or night, no rules.
- Give them the care and comfort only you can give.
- Have a setup and routine exactly the way you want it.
- You will make it your very own.





THANK YOU

Thank you for tuning into my presentation on Buying Horse Properties.
Feel free to email, text or call with absolutely any questions or concerns on buying horse property.

Sellers if you're interested in "SELLING HORSE PROPERTIES" contact me.



KellyS.ryan@raveis.com

(203)605-3882

www.kellySryan.com



Meet the team.
Vogel & Associates, Equine Specialists

Brenna Wells



Susan Sinnott



Lori Vogel



Kelly Ryan



Sue Nyerick



Kerry Hart

Kyle Long

Cindy Sanchez



Beth Hermann

WE RIDE!
WILLIAM RAVEIS
EQUESTRIAN

VOGEL & ASSOCIATES



TOP PRODUCERS
 TEAM - COMPANY-WIDE

Top 25
 #9
 #1

CLOSED UNITS
 COMPANY-WIDE
 CLOSED UNITS - Connecticut
 CLOSED UNITS - Middletown

Vogel & Associates

MIDDLETOWN OFFICE

WILLIAM RAVEIS
 REAL ESTATE • MORTGAGE • INSURANCE

FORTYSIXTH
 ANNUAL AWARDS







*We
Understand it's
NOT just a home...*

*It's
a lifestyle*





WILLIAM RAVEIS
EQUESTRIAN

