

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

**NEWSLETTER**  
 from  
**Hunting 4 Land, LLC**

[www.Hunting4Land.com](http://www.Hunting4Land.com)

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**STORY OF THE MONTH** – April Morning to remember

Climb out of bed yet again this morning 4:30AM. Fourth morning in a row headed into the woods before the sun peaks over the horizon. Slip into my hunting clothes; grab the 870 off the gun rack, one last sip of hot chocolate and out the door.

Little nippy this morning, maybe 30 degrees, sky full of stars, not a breath of wind stirring. Fire up the F150, do a little scraping on the windshield, load the gear, and ease out of the driveway. Think I'll head south this morning. Try that spot over off Duck Lake Rd, haven't been in there in a couple years. Will be some bittersweet hunting back in there this year. Dad and I spent many a morning listening to the world wake up in those woods. Almost like I can feel him beside me this morning.

Pulling off the pavement, heading west down the two-track. Got a mile or so to go now. Sky starting to get light to the east, I'm going to have to get with it to be sat down before sunup. Turn the headlights off and drive the last quarter mile in the dark. Yep, same old parking spot, just a stone's throw east of the split in the road.

Grab my vest, compass, shells, and gun. Easy now, "Push the door shut, don't slam it son". Just like dad's beside me. Must have heard that line a hundred times before I remembered. Stand around a few minutes, let my eyes adjust to the dark, listen to the whippoorwills and tree frogs.

Slowly picking my way south through the big timber. Should be coming to that creek soon, then thru the cedars and set down along the ridge. Been a good spot for us over the years. Man, its dark in these cedars this morning. Always thought it looked like a good place for a bear. Settle down now, keep moving, getting light. Ahh, there's the creek. Slow creep up the ridge. "Stop and listen before you walk up over the top son." "Slowly, heel to toe, heel to toe." Yep, his words exactly. "Slowly", heh, hard lesson for a young man to learn. Ease up to that big oak. Nice spot, check my watch, right on time. Quietly slide a round in the chamber and take a seat. Always seems like it takes hours for daylight to get here.

The whippoorwills have gone silent, now it's time for the Cardinals and Robins to wake up. Hmm, sounded like an old, barred owl calling, back toward the truck. He's stealing my game plan; I was going to try that too. Ah....and it worked! Sounds like a tom tree gobbling to the west, and not too far away. Wait a couple minutes and send him a little fly down cackle. Let him think he's got a hen for company. Yep, that seemed to get his attention, gobbling is louder now. He's looking my way now.

Continued on next page

**FOR SALE**



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

A video is also available of this property on my website. The property is located on a private easement just a few miles NW of Prescott. Very nice land with 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!



**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.**

## 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 quicker.

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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Need to remember to keep from over calling. Just a few putts, he knows you're here. He's on the ground now, the gobbles are quieter. Just a few soft yelps... Wait, that sounded like something in the leaves? Easy, no need to move, gotta pick up the direction. From behind me, now. How in the world did he get back there? Couple light putts, gotta know where he's heading. Good Night! Nothing like having a tom gobbler from in your back pocket! Man, he's got to be less than 20 yards from me. There, some movement. Oh, nice bird. Yep, that's it big boy, ease on over to the pretty decoy. Few more steps and you'll be behind that oak. "Slowly boy, no quick movements. Get the gun on your knee, easy." I got it dad, I got it. Soon as he comes out from behind that tree... get that bead on him and... BOOM! Big gobbler down!

Always seems weird, that so much action can take place so fast. But, for a couple seconds, the whole world becomes a 2-foot-wide tunnel down the barrel. The only noise you hear is your pounding heart and labored breath. Slowly things start to return to normal in your head. You hear the cardinals and robins singing and the breeze in the trees. Amazing how your heart rate can go from normal to racing and you've never moved.

I need to go get him cleaned, tagged, and start heading back to the truck. Thanks dad, I know you watched every minute.



For my dad

**Burt  
Patridge**

Sure do miss you.  
Thanks,  
for the lessons.

### 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](http://www.legendaryhabitat.com). The picture you see here is from a plan and seed provided by Colin in 2021.

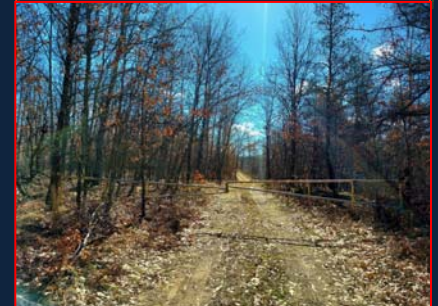


## FOR SALE



**Ogemaw County – West Branch Area  
183 Acres +/- \$364,000**

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.





## 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 wants 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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**FACEBOOK POST: I can't wait for warm summer nights outside on the patio.**

**\*326 mosquitos liked your post\***

### Underwater Spearfishing

Starting April 1, underwater spearfishing for walleye, northern pike and lake trout has been added for Lake Michigan (waters south of the southernmost pier at Grand Haven) and Lake Huron (waters south of the southernmost pier of the Thunder Bay River, extending south to the mouth of the St. Clair River [Fort Gratiot Light]). Underwater spearfishing license along with monthly effort and harvest reporting is required. The underwater spearfishing license is complimentary, unless a DNR Sportcard is needed, and will be available only online at Michigan.gov/DNRLicenses. See page 16 of the 2022 fishing guide (available on the DNR guides and digests page) for more on this spearfishing opportunity. Everyone planning to fish is encouraged to periodically review the digital version of the fishing guide for regulation updates throughout the 2022 fishing season. For tips on getting started, choosing locations, targeting different species and other "how to" information, visit Michigan.gov/Fishing.

### "Muddy day? Please don't play"

Spring is here and it's a good time to remember some trail etiquette. Using muddy trails can leave ruts, uneven tire tracks and footprints, contribute to erosion and inadvertently widen trails. Try to avoid muddy trails; however, if you encounter a muddy section, please keep the following in mind: If bike riding, dismount and tiptoe down the center, not to the sides, which widens the trail. If hiking, go right through the center of the trail, rather than travelling around the mud and widening the trail. Travel with your horse through the center of the trail so trail widening doesn't occur.

### Want to share your passion for the outdoors?

Become a volunteer safety instructor and help people stay safe in the woods and on the water. Go to <https://www.michigan.gov/dnr/about/get-involved>. With expected record visitation at state parks and fish hatcheries this summer, it will be a golden opportunity to keep busy, spread your knowledge and make a few extra bucks. The DNR hires seasonal workers at sites around the state to provide science and nature programming.

**My wife says the proper term for "senior" women should be:**

**QUEEN-AGERS.**

## 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.

### HUNTING4LAND.COM NEW Website!

We try our best to stay current with technology... with the help of professionals. With that in mind, we have a new website! Check it out and let me know what you think. The new website should boost our ranking in where Hunting4Land.com appears in search results. We're working for a first page ranking!

### Where to See My New Listings... PRONTO!

As quickly as possible I post new listings to [www.Hunting4Land.com](http://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.

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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](http://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. One advantage to a cash sale is that the 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 200K, 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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## Boat shrink-wrap recycling

In an effort to recycle boat shrink-wrap and other recycled materials into something new, such as composite decking, Dr. Shrink, the Michigan Recycling Coalition, EGLE, Bay Area Recycling for Charities and Emmet County Recycling have partnered to help keep shrink-wrap out of landfills throughout the state. Here is all you have to do:

Purchase your recycling bag(s) for \$7 at Dr. Shrink. This is a one-time fee that includes the cost to collect, transport, bale and recycle. Remove shrink-wrap, place into the bag and deliver to a registered drop-off location near you, such as a marina, storage, or recycling facility.

*Instead of a sign that says,  
"DO NOT DISTURB"  
I need one that says,  
"ALREADY DISTURBED, PROCEED WITH CAUTION"*

## Protect bears this spring

It's that time of year: Black bears will leave their dens and become active. Though they'll primarily forage on green vegetation, bears will eat from bird feeders, outdoor pet foods and garbage cans, if available. Taking simple steps now can keep bears safely at a distance and prevent conflicts this spring and summer: Remove bird feeders or replace feeders with bird baths. Bring in outdoor pet foods and keep grills and patio furniture clean. Secure garbage cans indoors overnight; take them to the curb the morning of pickup.

*Leftover licenses are now on sale for hunters who were not successful in the spring turkey license drawing. See what licenses are available at [Michigan.gov/DNRLicenses](http://Michigan.gov/DNRLicenses).*

## 2022 turkey patch available

Commemorate your hunt this spring with a 2022 wild turkey management cooperator patch. Patches are available from the Michigan Chapter of the National Wild Turkey Federation, in partnership with the Department of Natural Resources. Patches can be ordered at [MINWTF.org](http://MINWTF.org). Mail-in patch orders are no longer accepted. Patches are \$6 for adults and youth hunters 17 years of age and younger can get a patch for free. Proceeds from patch sales are used to fund wild turkey-related projects and management in Michigan.

## To do list:

- ✓ *Make vanilla pudding. Put in mayo jar. Eat in public.*
- ✓ *Get into a crowded elevator and say, "I bet you're all wondering why I gathered you here today."*
- ✓ *Buy a parrot. Teach the parrot to say, "Help! I've been turned into a parrot."*

## 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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**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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**2021 Deer Season CWD Surveillance**

The DNR finalized the 2021 Chronic Wasting Disease (CWD) surveillance efforts by testing just over 7,200 deer. The more targeted testing goals were aimed at detecting new outbreaks rather than revisiting known ones. In all, 25 CWD-positive deer were confirmed in 2021. Three cases of CWD were detected in Isabella County, which represents a new county where the disease has been found. Since 2015 CWD has been detected in Clinton, Dickinson, Eaton, Gratiot, Ingham, Ionia, Jackson, Kent and Montcalm counties. The detections in Isabella County were fairly close to where cases in Montcalm and northern Gratiot had previously been detected.

**Highly Pathogenic Avian Influenza**

The disease was identified in Canada geese and tundra swans from St. Clair County, in snowy owls from Macomb County and in a mute swan from Monroe County. Avian influenza is a virus that can infect both free-ranging and domestic poultry such as chickens, turkeys, quail, geese and swans. The risk to people from HPAI viruses is low. Avian influenza has been found in backyard poultry flocks, commercial flocks and in wild birds. To report birds, call MDARD 800-292-3939.

**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.



*If you think you are smarter than the previous generation... 50 years ago, the owner's manual of a car showed you how to adjust the valves. Today it warns you not to drink the contents of the battery.*

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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](http://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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### Hunter Numbers Decline

After a temporary rise in hunter numbers during the pandemic, hunter participation is still declining in Michigan and across the country. Hunter numbers in 2021 were down nearly 4% over the previous year. The decline has created some financial pressure in conservation work because sales of hunting licenses comprise a large portion of the conservation funding. Experienced hunters are encouraged to introduce the sport to new hunters whenever possible.

### Looking for something to do this weekend?

Looking for something to do this weekend? Check out the Pure Michigan Spring Fling edition for some great ideas. <https://content.govdelivery.com/accounts/MIEDC/bulletins/30df9bf>. You'll see info about camping, golf courses, indoor activities for those changing spring temperatures, retreats, city sojourns and a whole list of upcoming events. Still not enough choices of things to do? Go to <https://www.michigan.gov/dnr/things-to-do> for more options!

***One big difference between men and women is that if a woman says, "Smell this", it usually smells nice.***

### Plant and Care for Trees

Trees are growing and thriving throughout Michigan communities' thanks in part to a tree-planting and nature education nonprofit called ReLeaf Michigan. Organizers can partner with ReLeaf Michigan to plant trees and get tips to care for them so they thrive. Every tree planting is a detailed, well-considered collaboration with the local municipality to ensure that the proper trees are chosen and planted in the right locations to ensure a long-lasting impact. Individuals can volunteer to help plant trees. Find tree planting information, volunteer opportunities and more at [releafmichigan.org](http://releafmichigan.org).

### Prepping for spring fire season

Fire season generally begins in early spring, with the highest danger in spring and early summer. Risk lessens somewhat as trees "green up," or bring sap up from their roots, in summer. Because of Michigan's wetter climate, the state rarely sees fires as vast or long-lasting as fires in western states. During 2021, Michigan's largest fire was the Brittle Fire, about 5,600 acres in the NE Lower Peninsula on federal land. Prior to that, the most recent large fire was the Duck Lake Fire that started with a lightning strike in May 2012 north of Newberry in the UP burning 21,135 acres in three weeks. During 2021, DNR firefighters battled fires on 2,379 acres.

# SOLD!

To give you an idea of what the real estate market has been doing lately, below are some recent sales. Keep in mind that prices don't always reflect issues with wetlands, drains, easements, or can include personal property like travel trailers.

Tuscola County – Cass City Area – 149+/- Acres with Cabin on River **Sold \$496,000**

Alcona County – Barton City Area – 20+/- Acres with RV **Sold \$54,000**

Tuscola County – Caro Area – 40+/- Acres **Sold \$145,000**

Lapeer County – Fostoria Area – 10+/- Acres **Sold \$43,000**

Tuscola County – Fostoria Area – 10+/- Acres **Sold \$46,000**

Montmorency County – Hillman Area – 20+/- Acres **Sold \$55,000**

Tuscola County – Fostoria Area – 10+/- Acres **Sold \$49,000**

Lapeer County – Imlay City Area – 35.3+/- Acres **Sold \$192,000**

Tuscola County – Millington Area – 30+/- Acres **Sold \$150,000**

Alcona County – Lincoln Area – 10+/- Acres **Sold \$29,000**

Tuscola County – Fostoria Area – 19.94+/- Acres **Sold \$96,000**

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