



# Finding a Farm

## Guide to Farming in New York State

#1

Revised  
6/15/07

### Helpful Contacts for Finding a Farm

#### Leasing a Farm

Owning farmland can be expensive and can make it more difficult to develop a profitable enterprise. Leasing is one of many creative options. Many people own idle farmland and would be happy to see it used productively. Great care should be taken when establishing a lease, as there are many issues to address in writing between landowner and farmer, such as lease tenure, infrastructure development, restrictions, and permitted uses.

The Equity Trust offers a model land lease that may be useful: [www.equitytrust.org/ModelDocs06.htm](http://www.equitytrust.org/ModelDocs06.htm). The book *No-Risk Ranching* by Greg Judy, while based on a model using beef cattle, also offers details and advice on approaching landowners and establishing successful leases.

#### NY FarmLink

NY FarmLink - <http://nyfarmlink.org/> 1-800-547-3276

This is a program of NY FarmNet. FarmLink tries to link retiring or exiting farmers with individuals interested in getting started in farming. They also offer counseling to guide the process, whether the farm is going to be sold from one party to another, leased, operated as a partnership, or organized as a management opportunity for the new farmer to gain experience and equity.

**Cornell Cooperative Extension Agricultural Educators** in county extension offices may also be able to direct you to farms for sale or farm realtors. To find the Beginning Farmer contact in your county Cornell Cooperative Extension office visit:

[www.smallfarms.cornell.edu/pages/contact/localcontacts.cfm](http://www.smallfarms.cornell.edu/pages/contact/localcontacts.cfm)

#### Farm Newspapers with Listing Farm Properties for Sale

Grassroots – The Voice of New York Farm Bureau – [www.nyfb.org](http://www.nyfb.org); 800-342-4143

Country Folks – Lee Publications - [www.countryfolks.com](http://www.countryfolks.com); 800-218-5586

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### Farm Real Estate Brokers\*

While conventional real estate brokers list farms for sale, most active farms are considered commercial property and are listed by real estate agents specializing in farm transactions. The list below does not imply endorsement of any of the following businesses:

- **MLS Residential Search** - <http://realtor.com/>  
The largest multiple listing service for residential real estate. Often contains small and medium farms.
- **Farm Credit** - <http://firstpioneer.com/> and [www.farmcreditwny.com/](http://www.farmcreditwny.com/)  
Agricultural lender with an appraisal services, they would know of farms for sale
- **Farm Service Agency Real Estate for Sale** - [www.resales.usda.gov/](http://www.resales.usda.gov/)  
Listing of homes and farms for sale by the Farm Service Agency, many available with low interest financing
- **Landandfarm.com** - <http://landandfarm.com/lf/>  
Rural property listing service
- **Landdirectory.com** - [www.landdirectory.com/state/newyork.htm](http://www.landdirectory.com/state/newyork.htm)  
Rural property listing service
- **United County Real Estate** - [www.unitedcountry.com/](http://www.unitedcountry.com/)  
Rural real estate brokerage
- **Come Farm with Us** – farm real estate listings in Jefferson County, NY – [www.comefarmwithus.com](http://www.comefarmwithus.com)

\*This listing of realtors is not intended to be complete, and listing does not imply endorsement by Cornell Cooperative Extension. Check with folks located in the area near where you hope to farm to find realtors who specialize in farm property.

