



31 Main St. Suite #3 Oneonta, NY 13820

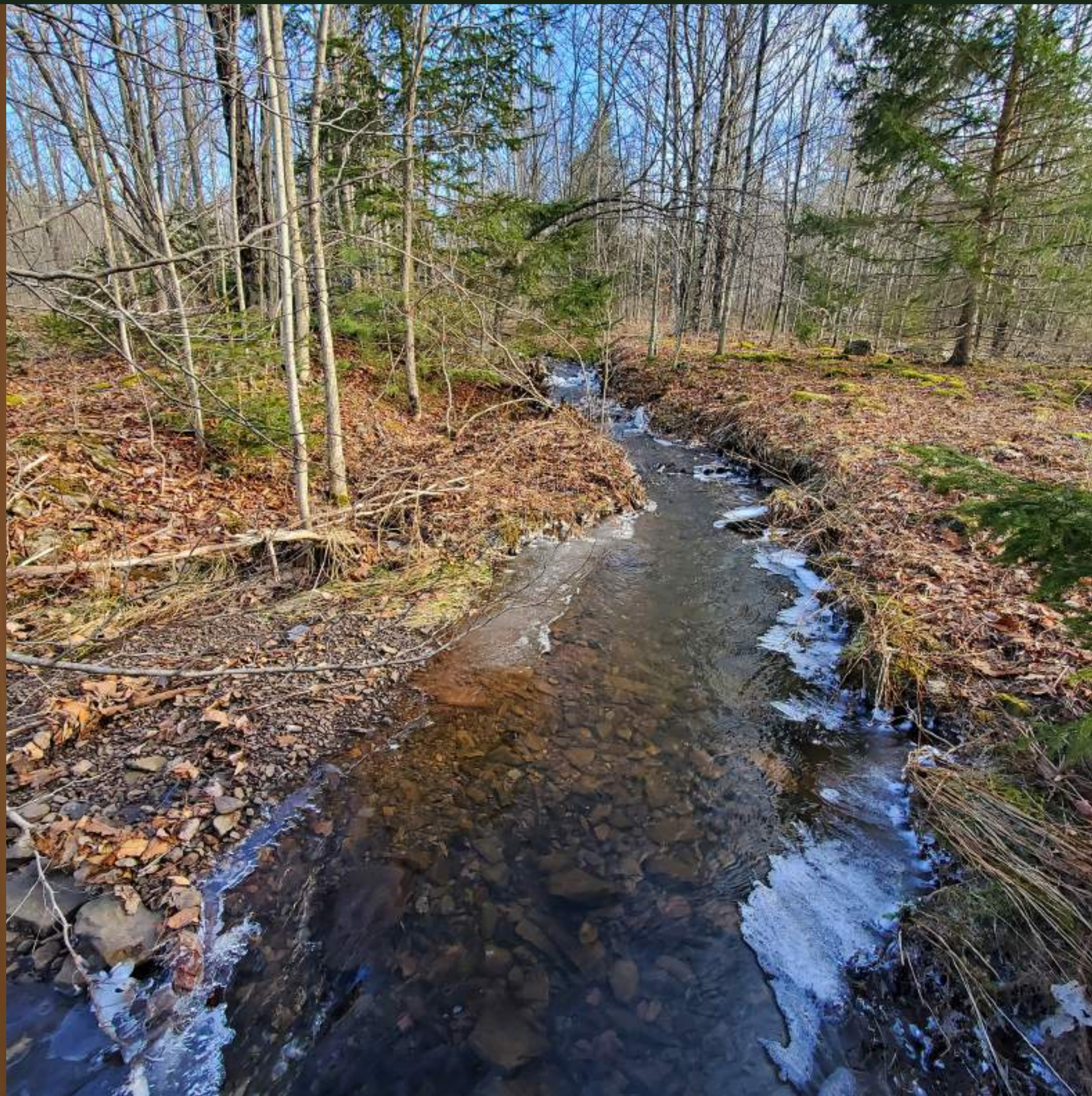
Office #: (607) 431-2540

Serving Otsego, Delaware, Chenango and
Scholarie Counties

SELLER'S GUIDE

*Selling Your Home With
Confidence!*

*If your home is currently listed with another brokerage,
please disregard this notice*



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ABOUT US



Richard Santos

LICENSED REAL ESTATE SALESPERSON

Email: richardsantos@kw.com

Cell #: (607) 222-6867

Hi there!

Buying and selling real estate is an exciting opportunity, and my goal is to make it a rewarding and seamless experience for every client. As the team leader of the Land & Living Team, I am passionate about matching buyers with their ideal homes and properties, while helping sellers maximize their potential in our unique and complex market.

Having lived my entire life in upstate New York, I've developed a deep appreciation for the beauty of the region, and pace and character of life in the foothills of the Catskills. My expertise lies in residential homes, cabins, camps, land opportunities, and unique regional properties. As technology and the real estate industry evolve, I have become keenly interested in modern build science, and look toward a future where new homes can be more affordable, efficient, and attractive, while simultaneously cherishing the character and style of our older farmhouses and village homes.

With a background in education and coaching, I value communication, integrity, and thoroughness. My clients trust me to deliver honest advice and innovative solutions, and I stay at the forefront of industry trends and technological tools to ensure every transaction is handled efficiently and successfully. Whether you're buying or selling, my mission is to help you achieve exceptional results while making the process as smooth as possible.

I look forward to building lasting relationships based on trust, professionalism, and shared goals.

MEET OUR TEAM



Jessica Mileto

LICENSED REAL ESTATE SALESPERSON/MARKETING

Email: jtriano@kw.com Cell# : (718) 501-4075

Jessica was licensed in 2011 and instantly had a fast-paced rise into the market. Coupled with a 20 year mentor, she gained momentum quickly, easily winning the hearts of sellers and buyers with her care and consideration of the people beneath the 'transaction'. After quick success and soaring to double digits in the millions of sales, Jessica learned quickly what works in different markets and how to get her sellers the absolute best result. Trusting her expertise is the game changer; she believes your transaction should be smooth, easy and efficient and she knows how to do that!

After 5 years in KW leadership and mentoring agents on how to be their best, she is now partnered with the Land & Living Team to put into practice what only the top agents do, for your benefit.



Joseph Triano

LICENSED REAL ESTATE SALESPERSON/MARKETING

Email: jtriano@kw.com Cell# : (347) 751-4655

Joseph Triano has an extensive background in photography and marketing and has partnered with many other agents on staging and photographing homes in the hundreds. He has a keen eye for presenting property in its best light and he also has a personality that is both easy going and trustworthy. Joe specializes in presenting many different types of property from farm houses to large parcels of land to multi-family homes. He works well with both sellers and buyers, and works closely with other agents to foster the business relationships needed to provide the best service for his clients.

Joe treats his clients like lifelong friends and prides himself on the trust built on all of his deals. If honesty and integrity are things that are important to you when choosing an agent, then Joe is the right fit for you. He has a practical approach that truly helps in the hard decisions that come up whether you are buying or selling. He's able to help his clients weigh out the pros and cons and make informed decisions. His clients know that he really wants what is best for them and he will work very hard to get it! No two deals are alike, because no two clients are alike, so Joe gets to know exactly what you want and then razor sharp focuses on that.

Bronx born, Joe understands it takes a relentless agent to stand apart from the many. There is no doubt in his client's mind that he will get them to the closing table, with the best terms hand tailored for them, by Joe. He is an advocate for you, when so often big decisions go without professional advice, you won't have to decide anything alone with Joe by your side!

MEET OUR TEAM



Christian Richter

LICENSED REAL ESTATE SALESPERSON/MARKETING

Email: christian.richter@kw.com Cell# : (607) 352-0974



Jason Layton

LICENSED REAL ESTATE SALESPERSON/MARKETING

Email: jasonlayton@kw.com Cell# : (347) 751-4655

Real estate isn't just about buying and selling—it's about making smart moves with one of the biggest financial decisions of your life. That's where I come in.

I specialize in helping buyers, sellers, and land investors across Otsego and Delaware County navigate the process with clarity and confidence. Whether you're purchasing your first home, selling for top dollar, or looking for the right piece of land, I focus on giving you real numbers, honest advice, and a strategy that actually works in today's market.

What sets me apart is a hands-on, data-driven approach. I don't just list homes or show properties—I help you understand pricing, timing, negotiation, and the small details that can make or break a deal. No guesswork. No pressure.

Just a clear path forward.

Clients choose to work with me because I'm responsive, straightforward, and committed to getting results. From our first conversation to closing day, you'll always know what's happening and what comes next.

If you're thinking about making a move—or just want to know your options—I'm here to help.

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WHY LIST WITH US?

What You Can Expect:

- ✓ HONEST ADVICE
- ✓ CONSISTENT COMMUNICATION
- ✓ PROFESSIONAL MARKETING
- ✓ SKILLED NEGOTIATION
- ✓ PERSONALIZED SERVICE
- ✓ ATTENTION TO DETAIL
- ✓ STRONG LOCAL KNOWLEDGE
- ✓ RESULTS-ORIENTED APPROACH

UNDERSTANDING TODAY'S MARKET

Today's Buyers Expect:

PROFESSIONAL PHOTOGRAPHY

High-quality photos that showcase your home's best features and attract more buyers.

STRONG ONLINE PRESENCE

Maximum exposure across real estate websites, social media, and digital marketing channels.

ACCURATE PRICING

A strategic pricing approach based on market data and current buyer demand.

MOVE-IN READY PRESENTATION

A clean, welcoming appearance that helps buyers envision themselves living in the home.

QUICK ACCESS TO PROPERTY INFORMATION

Easy access to photos, details, and answers that help buyers make informed decisions.

OUR MARKETING STRATEGY

1

PREPARATION

- *Property consultation*
- *Staging recommendations*
- *Decluttering guidance*
- *Professional photography planning*

2

LAUNCH

- *MLS exposure*
- *Zillow*
- *Realtor.com*
- *Homes.com*
- *Brokerage network*

3

DIGITAL MARKETING

- *Facebook*
- *Instagram*
- *YouTube*
- *Email marketing*
- *Buyer database*

4

ONGOING PROMOTION

- *Open houses*
- *Agent outreach*
- *Follow-up campaigns*
- *Showing feedback*

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SAMPLE MARKETING MATERIALS

Social Media Posts



\$550,000

Now Available!
205 Sullivan Rd. Laurens, NY

ABOUT THE PROPERTY

Welcome to your idyllic hilltop paradise, once known as Adaca Acres. This lovingly maintained farmstead offers a rare opportunity to enjoy peaceful rural living surrounded by rolling hills, open fields, and expansive wooded land. The cozy farmhouse features an eat-in kitchen, main-floor bedroom with en-suite bath, spacious living room, laundry, and a charming front porch. Upstairs offers two additional bedrooms and a full bath.

PROPERTY DETAILS

- Country Home on Over 140 Acres
- With Ponds, Views, Incredibly Private Setting

Richard Santos
Licensed Real Estate Salesperson
(607)222-6867
richardsantos@kw.com






Available Now!

**500 Munn Rd.
Hamden, NY**

\$270,000

Property Features:

- 4 Bed, 2.5 Bath
- Manufactured Home on Full Foundation
- 3.5 Acres on Town Road with Pond
- Detached Garage

Pride of ownership shines throughout this well-maintained property, featuring a spacious 4-bedroom, 2.5-bath home with an open-concept layout, woodstove, primary suite, full walkout basement, and enclosed three-season porch. Outside, enjoy a large deck overlooking the lawn, grape vines, pond, and a 32' x 24' detached woodshop with additional storage. Located on a quiet, town-maintained road across from a 38-acre public recreation area, this versatile property offers an ideal full-time residence, country getaway, or investment opportunity just minutes from Walton, Delhi, and Oneonta.

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THE LAND & LIVING TEAM
AT KELLER WILLIAMS UPSTATE NY PROPERTIES

**LISTED AT:
\$220,000**

OPEN HOUSE



25 Dewitt Ave. Sidney, NY
5 Bed, 2 Bath Home with Updates, Huge Back Deck, Fenced Yard

Saturday, December 13 (2pm-4pm)
Hosted by: Madison Wayman (607) 725-7830

Listing by: Richard Santos

5 BED

2 BATH HOME WITH UPDATES

FENCED YARD

HUGE BACK DECK

This well maintained Sidney home offers generous living space, modern upgrades, and inviting outdoor areas. Enjoy a deep front porch, a spacious back deck, and a level fenced yard perfect for relaxing or entertaining. Inside, the home features bright living areas, an optional first-floor bedroom or office, an updated kitchen, multiple bedrooms upstairs, and a partially finished basement with bonus space. Efficient systems, including updated electric, a heat-pump water heater, and mini-split heating/cooling, add comfort year-round. A detached garage and a beautifully landscaped backyard complete this charming village property.

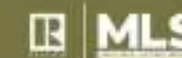
Contact:
MADISON WAYMAN
Licensed Real Estate Salesperson
(607) 725-7830
waymanm@kw.com
waymanm.kw.com

kw UPSTATE NY PROPERTIES
KELLER WILLIAMS REALTY

Mailers

The Land & Living Team *presents*

Lot 12.32 County Highway 31 Cooperstown, NY



Each Office is Independently Owned and Operated

Just Listed!



This stunning 18.59-acre property offers a rare opportunity to build your dream home overlooking the breathtaking waters of Otsego Lake, with sweeping views of Hyde Bay, Peggs Point, Hyde Hall, and Glimmerglass State Park. An established driveway, engineered drainage improvements, and a partially cleared building site provide a strong foundation for future development, while the surrounding mature woodlands offer privacy, recreation, and a peaceful retreat. Located just minutes from Cooperstown's renowned attractions, dining, shopping, and baseball destinations, this property combines natural beauty, investment potential, and the timeless appeal of New York's Glimmerglass Country.

Spring 2026 Market Snapshot

- ✓ Thoughtful pricing and professional marketing are creating measurable results
- ✓ Buyers are active earlier this year than in recent seasons
- ✓ Strategic pricing and presentation are driving strong early-season results

Curious what your home might be worth in today's market? We offer confidential, no-pressure conversations about value, timing, and next steps.

Richard Santos

Cell #: (607) 222-6867

Email: richardsantos@kw.com

Showsheets

The Land & Living Team *presents*

205 Sullivan Rd. Laurens, NY

141.66 Acres in total + 1790 Farmhouse + 2 Outbuildings + 5 Ponds
~100 acres wooded, ~40 acres open rolling hilltop, adjacent to state forest



At Keller Williams Upstate NY Properties

Each Office is Independently Owned and Operated



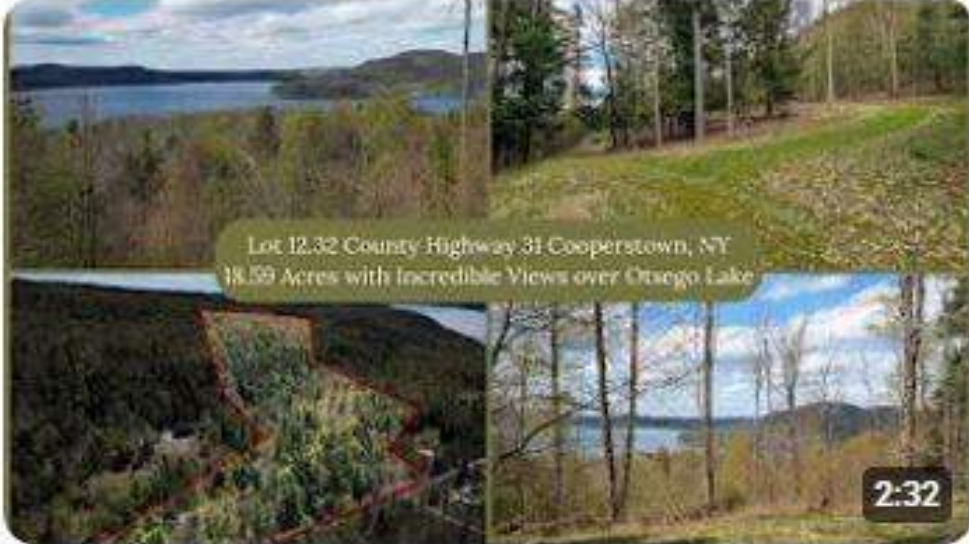
PROPERTY HIGHLIGHTS

- Idyllic hilltop farmstead formerly known as Adaca Acres
- Private rural setting with rolling hill views and exceptional stargazing
- Cozy farmhouse with nautical theme
- Eat-In kitchen with propane "woodstove"
- Spacious living room and charming front porch
- 3 bedrooms and 2 full bathrooms (including first-floor en-suite)
- Former farm fields, scenic ponds, and mixed upland woods
- Trail and access road network throughout the property
- Stream bordering Millford State Forest land
- Enrolled in NY 480a Forestry Program with managed timber
- Very low taxes (just over \$4,000/year total)
- Strong short-term rental investment potential



Video Walkthroughs

[Home](#) [Videos](#) [Shorts](#) [Playlists](#) 



Incredibly Rare Opportunity - 18.59 Acres with Views over Otsego Lake!

70 views • 19 hours ago



5820 Steam Mill Rd, Unadilla NY - 10.1 Acres with Huge Pond + Fixer-Upper Home + Shop

70 views • 1 day ago



Extended Recon Hike behind the LOG CABIN home at 469 Mountain View Dr. in Walton, ...

206 views • 2 weeks ago



Log Cabin Home with Detached 2 Car Garage



Recon Hike - 147 Skellie Rd. Worcester, NY -



147 Skellie Rd Worcester, NY - 3.01 Acres

WHAT HAPPENS DURING THE FIRST WEEK?

- 1 PUT THE LISTING IN MLS & CONSUMER SITES
- 2 SOCIAL MEDIA PAID ADS AND POSTS
- 3 VIDEO/DRONE/3D WALKTHROUGHS
- 4 MAILER ORDERED, SHOWSHEET FOR OH ORDERED
- 5 KW AGENT REFERRAL NETWORK SHARES (KWLS)
- 6 MAILERS ARE DELIVERED TO 200 LOCAL HOMES
- 7 OPEN HOUSE

HOME SELLING PROCESS

1

FIND A REAL ESTATE AGENT

Look for a professional agent who knows your area well and has experience selling homes similar to yours.

2

SET A PRICE

Work with your agent to set determine a price that's in line with the market value of your home.

3

STAGE YOUR HOME

Clean and declutter your home to make it more appealing to potential buyers. You may also want to make minor repairs and consider hiring a professional stager to help you optimize your space.

4

LIST YOUR HOME

Once your home is ready to go, your real estate agent will list it on multiple websites and market it to potential buyers in your area.

5

MARKET YOUR HOME

Your agent will also promote your home through advertising and networking.

6

SCHEDULE SHOWINGS

Keep your calendar open to accommodate potential buyers and make your home available for viewings. Be sure to keep it clean and presentable for each showing.

7

REVIEW OFFERS

As offers come in, work with your agent to review them and negotiate terms that are favorable to you.

8

SIGN A CONTRACT

Once you've accepted an offer, a legal contract is created between you and the buyer. At this point, the buyer will have a certain period of time to complete inspections and secure financing.

9

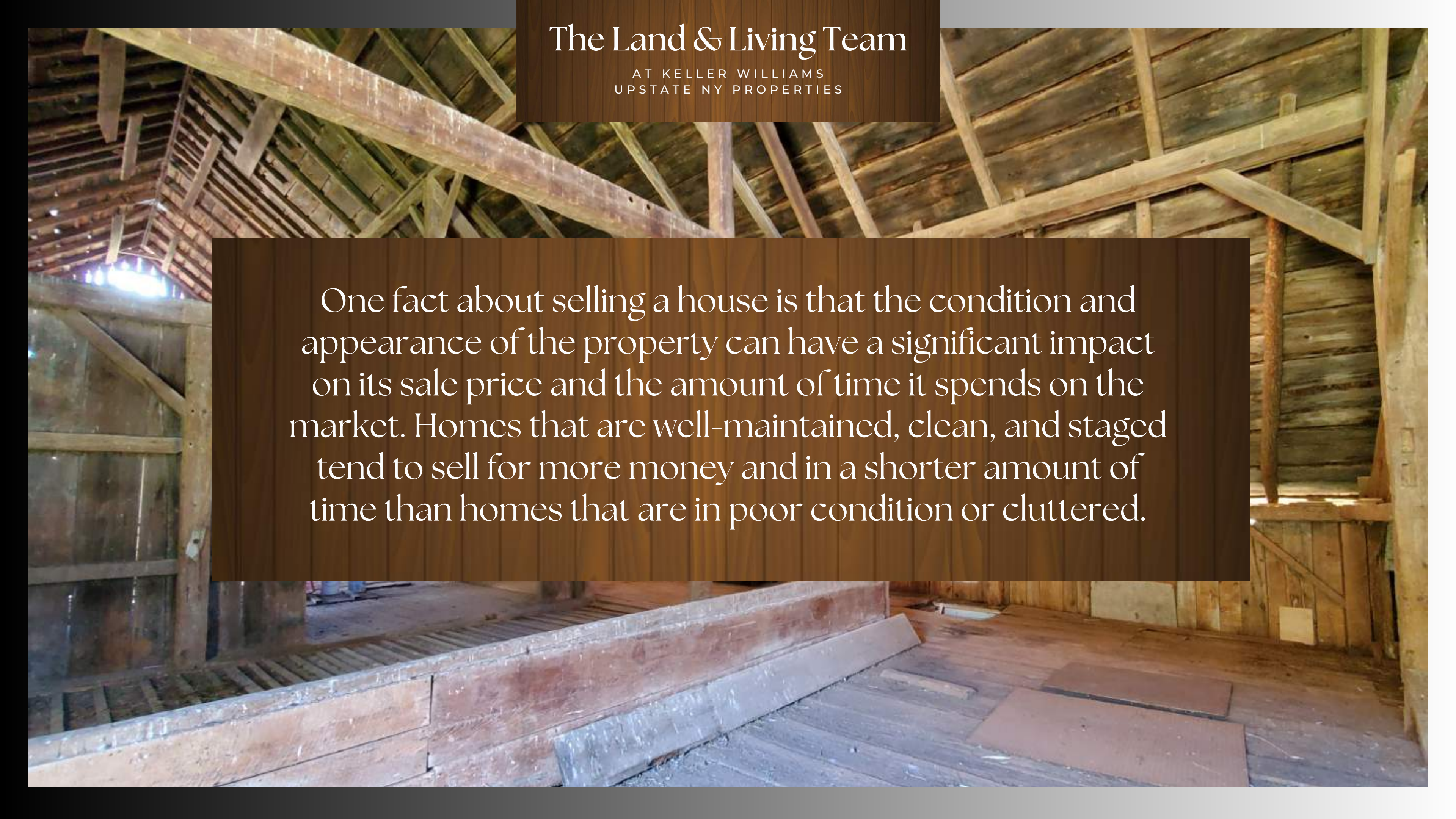
FINALIZE DETAILS

As the closing date approaches, you'll need to prepare to move out and finalize any remaining paperwork. Your agent can guide you through this process and answer any questions you may have.

10

CLOSE THE SALE

Congratulations! You've sold your home. On the closing date, the buyer will provide payment, and you'll transfer ownership of the property to them.



The Land & Living Team

AT KELLER WILLIAMS
UPSTATE NY PROPERTIES

One fact about selling a house is that the condition and appearance of the property can have a significant impact on its sale price and the amount of time it spends on the market. Homes that are well-maintained, clean, and staged tend to sell for more money and in a shorter amount of time than homes that are in poor condition or cluttered.

TERMS TO KNOW

LISTING AGREEMENT

A contract between the seller and the real estate agent, which outlines the terms and conditions of the agent's services to sell the property.

EQUITY

The difference between the current market value of the property and the outstanding mortgage balance.

APPRAISAL

An estimate of the value of the property performed by a licensed appraiser to determine its fair market value.

HOME INSPECTION

A detailed examination of the property by a licensed home inspector to identify any potential issues that could affect the sale or value of the property.

CONTINGENCY

A condition that must be met in order for the sale to proceed, such as the buyer obtaining financing or the completion of a satisfactory home inspection

OFFER

A proposal to buy a property, including the price and terms of the sale.

CLOSING COSTS

Fees associated with the purchase of a home that are paid at the closing of the sale. This may include appraisal fees, title insurance, and attorney fees.

DISCLOSURE

The seller's obligation to disclose any known defects or issues with the property that could affect its value or safety.

TITLE

The legal right to own and sell the property, which is conveyed to the buyer at closing.

DEED

The legal document that transfers ownership of the property from the seller to the buyer.

UNDER CONTRACT

A stage in the sale process where the seller has accepted an offer, but the sale has not yet been finalized.

CLOSING

The final step in a real estate transaction where the buyer pays for the property and the seller transfers ownership.

10 STEPS TO SELL YOUR HOME

1 FIND A REAL ESTATE AGENT

2 SET A PRICE

3 STAGE YOUR HOME

4 LIST YOUR HOME

5 MARKET YOUR HOME

6 SCHEDULE SHOWINGS

7 REVIEW OFFERS

8 SIGN A CONTRACT

9 FINALIZE DETAILS

10 CLOSE THE SALE

—
PREPARE
TO SELL
—

01

FIND A REAL ESTATE AGENT

Choosing a real estate agent whom you trust and feel comfortable with can be as challenging as finding your dream home. Given the significant investment involved, it's crucial to work with an agent who is as committed to the sale as you are.

With our experienced team of agents, you can feel confident that you're in good hands.

OUR EXPERTISE

Our agents possess industry knowledge that goes beyond what's available to the general public. This specialized knowledge can help you determine the ideal selling price and timing for your property, based on market trends and other factors.

PROFESSIONAL STANDARDS

Our agents are held to the highest standards of professionalism. They undergo regular training and compliance checks to stay up-to-date on changes in legal and administrative procedures. This ensures that you receive reliable and accurate guidance throughout the sales process.

NEGOTIATING SKILLS

With our team's collective experience and expertise, we can help you negotiate the best possible price for your home. Our agents know how to navigate complex negotiations to ensure that you get the best value for your investment.

CUSTOMER SERVICE

We believe that customer service is key. Our agents are committed to providing exceptional service and answering any questions or concerns you may have. We treat our clients with the same level of respect and care that we would want for ourselves.

02 SET A PRICE



PRICING

Pricing your home correctly is a critical component of the home selling process. If you list your property too high, you risk deterring potential buyers and prolonging the selling process. Conversely, pricing too low could result in leaving money on the table and not maximizing your return on investment.

HOW WE HELP YOU SET THE RIGHT LISTING PRICE

At our agency, we utilize our expertise in the local real estate market to help you set a reasonable and competitive listing price.

Our agents will conduct a comprehensive analysis of your property, taking into account factors such as location, condition, and market trends, to ensure that your home is priced appropriately.

With our guidance, you can feel confident that you are setting the optimal price to attract potential buyers and secure the best possible outcome for your sale.

03 STAGE YOUR HOME

Home staging makes a property look its best, emphasizing its best features, creating warmth and comfort, and making it look inviting and spacious. Staged homes photograph better, stand out more in listings and showings, leading to quicker sales and potentially higher selling prices. It creates a more attractive environment for potential buyers, increasing the likelihood of a successful sale.

HOME STAGING TIPS

- Style your home to allow potential buyers to envision themselves living there
- Declutter and depersonalize your home to create a neutral space
- Consider hiring a professional home staging company
- Invest in high-quality, professional photography for your listing
- Take the time to present your home in the best possible light to sell more quickly and for a higher price.



HOW TO STAGE YOUR HOME

DECLUTTER AND DEPERSONALIZE

Clear out any unnecessary items or personal belongings to make the space look larger and more appealing to potential buyers.

CLEAN AND REPAIR

Clean your home thoroughly and fix any visible damages, such as chipped paint or broken fixtures, to make the space appear well-maintained.

ENHANCE CURB APPEAL

First impressions are everything, so make sure the exterior of your home is tidy and inviting. Consider adding some potted plants, a fresh coat of paint, or new front door hardware.

REARRANGE FURNITURE

Create a functional flow by rearranging furniture and removing any oversized pieces that make rooms look cluttered.

USE NEUTRAL COLORS

Neutral colors create a blank canvas that allows buyers to envision themselves in the space. Consider painting walls or swapping out bold accessories for more muted tones.

LET IN NATURAL LIGHT

Open curtains and blinds to let in as much natural light as possible. This will make rooms feel brighter and more spacious.

STAGE EACH ROOM

Each room should have a clear purpose and be staged accordingly. For example, a spare bedroom can be staged as a home office or workout space.

ADD FINISHING TOUCHES

Small details can make a big impact. Consider adding fresh flowers, a decorative throw pillow, or a scented candle to create a warm and welcoming atmosphere.

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FIND
A BUYER

04

LIST YOUR HOME

CONGRATULATIONS ON LISTING YOUR HOME FOR SALE!

Our real estate agents will utilize their network to increase visibility and reach the appropriate audience. Additionally, we can provide a front yard sign to inform passersby of your intention to sell.



WHAT'S NEXT?

After listing your home for sale, prepare for showings, offers, negotiations, inspections, and closing. A clean and tidy home is crucial for showings.

Carefully review offers, negotiate with the buyer, prepare for inspections and sign paperwork for the closing process. Our real estate agent will assist throughout the process.

05

MARKET YOUR HOME



Marketing your home is about highlighting its best features and making it stand out to potential buyers. By taking the time to create a compelling listing and using social media and other marketing tools, we will increase the chances of selling your home quickly and at a good price.

MARKETING TIPS

- Highlight your home's best features: Make a list of the unique features and benefits of your home (all the things that you love about your property), and we'll emphasize those aspects in the marketing materials.
- Writing a compelling description: Our listing description will be engaging, thorough and comprehensive.



06

SCHEDULE SHOWINGS

Potential buyers will want to see your home, so it's important to prepare for showings.

Creating a positive and welcoming atmosphere is key to a successful home showing.

By taking the time to prepare your home and make it look its best, you can increase your chances of making a good impression and finding the right buyer for your home.

You should also be prepared to be flexible with your schedule to accommodate showings.

FIRST IMPRESSIONS

The first impression is crucial. Make sure the exterior of your home looks inviting and well-maintained. This includes trimming the lawn, removing any clutter, and making sure the front door looks clean and welcoming.

CLEANLINESS

A clean home is essential. Make sure your home is spotless, from the floors to the bathrooms. Clean up any clutter or personal items to make your home look more spacious.

PETS

To ensure that potential buyers feel at ease during showings, it's a good idea to have your pets stay with a friend or family member, or take them for a walk during the showing. This will help create a welcoming environment and make it easier for buyers to focus on the features of your home.

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FINAL STEPS

07

REVIEW OFFERS

OFFERS

Once potential buyers start showing interest in your home, you may start receiving offers. It's important to carefully review each offer and consider factors such as the buyer's financing, contingencies, and proposed closing date. Our agents will skillfully guide you through the decision making process.

NEGOTIATIONS

It's common for buyers to negotiate on price or other terms of the sale. Our real estate agent can help you navigate these negotiations and ensure that you're getting the best possible deal.

INSPECTIONS

After accepting an offer, the buyer will typically schedule a home inspection. It's important to prepare for the inspection by ensuring that your home is in good condition and addressing any potential issues.

08

SIGN A CONTRACT

UNDER CONTRACT

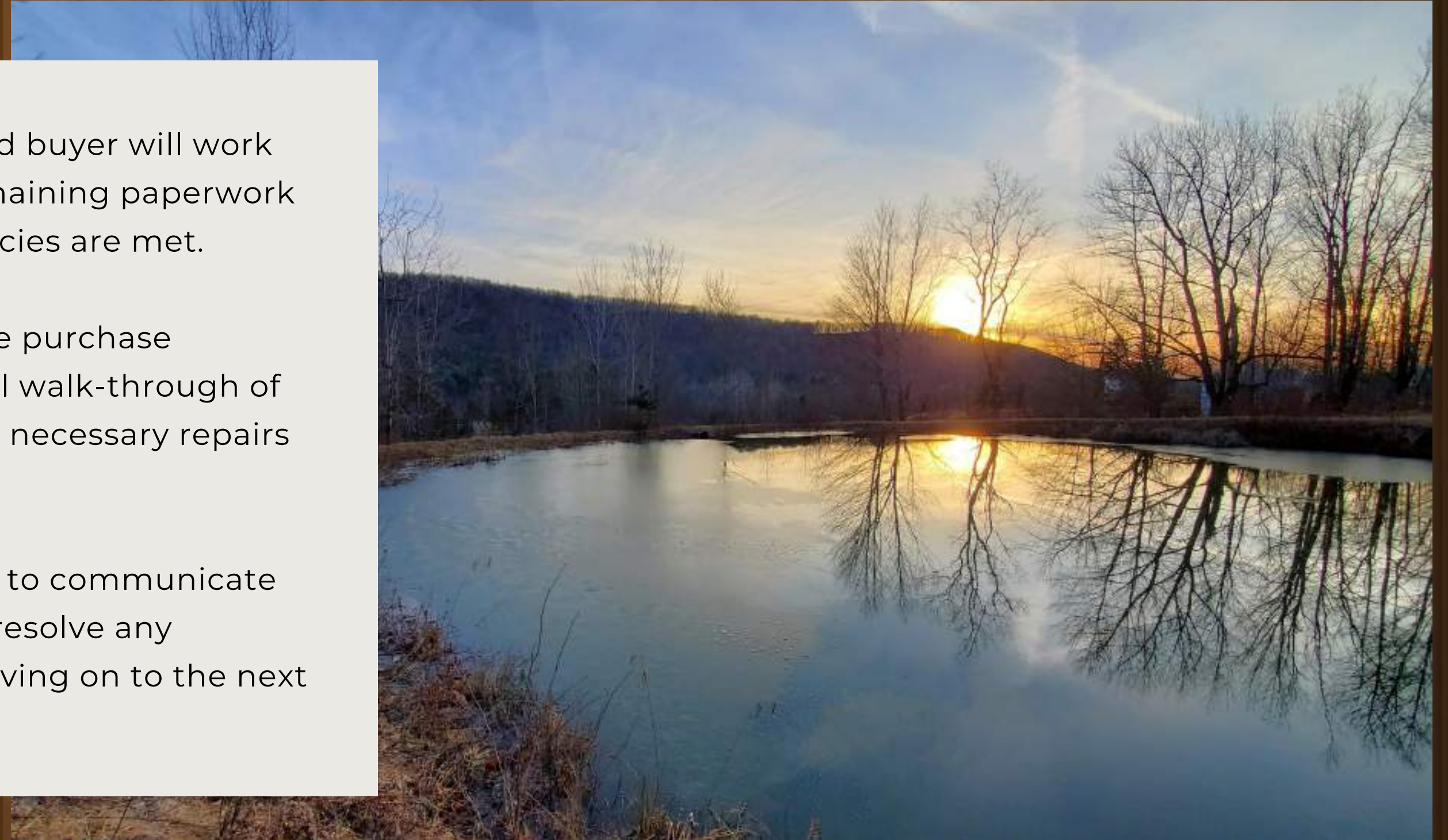
Being "under contract" means that you have accepted an offer from a buyer and have entered into a legally binding agreement to sell your property. During this time, the buyer completes inspections and secures financing. You're responsible for maintaining the property and resolving any issues. Once all contingencies are met, you move to the closing phase and transfer ownership to the buyer.



09

FINALIZE DETAILS

- During this step, the seller and buyer will work together to complete any remaining paperwork and ensure that all contingencies are met.
- This may include finalizing the purchase agreement, completing a final walk-through of the property, and making any necessary repairs or adjustments.
- It's important for both parties to communicate openly and work together to resolve any outstanding issues before moving on to the next step.



10

CLOSE THE SALE

CLOSING - THE FINAL STEP

- You'll work with your real estate agent and the buyer's agent to complete necessary paperwork and resolve any outstanding issues.
- This may include completing repairs or upgrades that were agreed upon during negotiations.
- Once everything is in order, you'll meet with the buyer & attorney to sign paperwork and transfer ownership of the property.
- The buyer will typically bring a cashier's check for the purchase price, and you'll receive payment for the sale at this time.

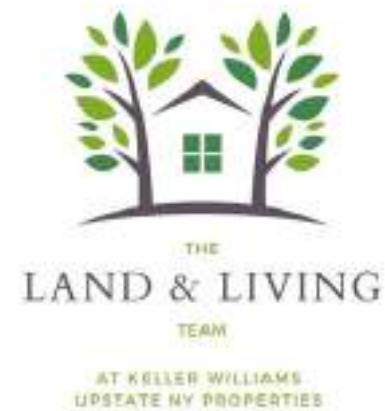


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