



E-MAGAZINE ISSUE NO.6 | 09.01.2025

ISSUE DETAILS: SEPTEMBER, 2025.

YOUR TRUSTED GUIDE TO SMART LAND INVESTMENTS.

I AM LAND

Autumn Advantage
Turning Change into Opportunity

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1. FROM THE CEO'S DESK: SEASONS OF CHANGE, SEEDS OF OPPORTUNITY.

Dear Reader,

Every season holds a lesson close to the heart, and autumn whispers one of life's most beautiful truths: change isn't the end but a gentle beginning filled with hope. Just as the trees lovingly let go of their leaves to make way for new life, we too are invited to release the weight of old worries, past regrets, and fears that no longer serve us. Autumn reminds us that change is not something to fear but a tender opportunity, a chance to plant seeds of possibility that will bloom into the bright harvests of tomorrow.



Land carries this truth deeply within its soil. While life's seasons continue turning, land stands quietly steady, patiently growing in value. Each acre you hold today is like a seed planted with care, a promise of safety, growth, and a legacy that will warm the hearts of those who come after you. This autumn, I invite you to see land not just as a transaction, but as a comforting foundation in a world that often feels uncertain. It is a rare gift and a place of permanence where your dreams can take root and flourish.

Beyond financial gain, land holds a deeper promise; the chance to connect with nature, community, and heritage. Owning land means holding a piece of the earth where memories are made, where futures are dreamed, and where legacies are woven. It is an enduring expression of hope and stewardship for generations yet to come. ***The autumn advantage is clear: the best time to nurture your future is right now, in this moment of change.*** As the leaves fall and prepare the ground for new life, may your own journey with land grow rich with promise and peace.

With heartfelt gratitude and unwavering hope,

Warmly,

Akingbade Akinfenwa

Founder & CEO, Landzille

2. THE AUTUMN EFFECT: WHY CHANGE CREATES VALUE



Autumn is a season of transformation, a time when nature gently releases the old to prepare for new life. This powerful cycle holds valuable lessons for land investors, as trees shed their leaves to make way for fresh growth, the land market cycles through shifts that demand adaptability, vision, and readiness. Embracing the ***“Autumn Effect”*** is key to turning seasonal transitions into lasting investment value.

Falling leaves remind us that letting go is essential for growth. In land investment, this means being willing to release outdated strategies, stale market expectations, or land parcels that no longer align with your goals. Change in land value and market dynamics is inevitable, but those who adjust with foresight position themselves to capitalize on emerging opportunities rather than be left behind. Adaptability is the cornerstone of successful land investment.

Unlike more liquid assets, land is unique and its value is both stable and subject to external influences such as development projects, infrastructure growth, zoning changes, and demographic shifts. Investors who remain flexible and informed can anticipate these shifts, timing acquisitions or sales to maximize returns regardless of market seasonality.

Moreover, transitional seasons like autumn offer a metaphor for land's potential. The quiet phase after shedding leaves mirrors periods when land may seem dormant or undervalued. Yet, beneath the surface, seeds of future prosperity are being planted. Strategic land investors understand this inherent cycle and see the **"off-season"** as the ideal moment to prepare for growth either through land improvement, securing permits, or diversifying land uses.

Presently as markets continuously evolve, the ability to adapt is the most valuable trait. Land investors who embrace change recognize that land ownership is not just about holding property rather it's about nurturing an asset that appreciates through thoughtful stewardship and responsiveness to shifting economic and environmental landscapes. This effect encourages patience and perspective. It teaches that value is often created in periods of transition, when market participants are willing to let go of the old and plant seeds for the future. Whether investing in rural acreage, commercial plots, or development-ready land, this mindset transforms uncertainty into opportunity.

Ultimately, the message is clear for today's land investor: ***welcome change as a catalyst, remain flexible in strategy, and nurture your holdings with an eye toward long-term growth.*** In every season, especially autumn's subtle shift, lies the chance to create meaningful value and build a legacy rooted in resilience and vision.



3. STABILITY IN SHIFTING SEASONS: LAND AS AN EVERGREEN ASSET



Where markets fluctuate daily and asset values often swing wildly, land stands apart as a steadfast, tangible asset. Unlike stocks or cryptocurrencies that can vanish or plunge overnight, land embodies stability, a foundation that endures through shifting economic and seasonal cycles. This stability makes land uniquely valuable, especially during times of uncertainty.

Data has consistently shown that land outperforms many other asset classes over the long term, particularly during periods of market transition. According to the **U.S. Department of Agriculture, the average value of U.S. farmland rose to about \$4,170 per acre in 2024**, reflecting **a 5% increase** over the prior year, even when adjusted for inflation. Historical trends highlight that farmland values in the **20th century experienced an average annual appreciation exceeding 5%**, demonstrating resilience through events like the Great Depression and World Wars. This steady growth contrasts with the volatility seen in stock markets, where prices can swing dramatically based on economic cycles, geopolitical events, or investor sentiment.

More recent analysis confirms that real estate, particularly land, serves as a powerful inflation hedge. While cash and many financial assets lose purchasing power as inflation rises, land's intrinsic value often appreciates in tandem. For example, land investments have historically outperformed gold and commercial real estate during inflationary periods, delivering higher returns and preserving wealth in real terms. This is especially true in growing regions or where infrastructure and development prospects increase demand.

Beyond the numbers, investor psychology plays a crucial role during uncertain times. Research shows that successful land investors exhibit emotional resilience, patience, and long-term vision. Unlike speculative asset traders driven by fear or short-term trends, these investors understand that land requires a steady, dispassionate approach thereby valuing data and fundamentals over hype. They embrace land ownership as both a financial and emotional anchor, a way to build legacy and security amid market noise and volatility.

This emotional connection to land often transcends its financial value. Many investors view land as a tangible link to family heritage, a place meant to be preserved and passed down through generations. This sense of stewardship instills a powerful motivation to hold onto land through market highs and lows, further reinforcing land's status as a stable asset.

Land also offers unique opportunities to generate income while maintaining long-term value. Whether it's through agricultural leasing, timber harvesting, conservation easements, or renewable energy projects like solar farms, landowners can diversify income streams. This ability to adapt use without sacrificing principal value adds another layer of stability compared to more volatile investment vehicles. Furthermore, land markets tend to move more slowly than other asset markets, giving investors a valuable window to make considered decisions without the pressure of rapid market swings. This slow, deliberate pace supports thoughtful risk management and aligns well with long-term wealth-building strategies.

For investors looking to balance risks and build lasting wealth, land provides a unique advantage: rooted in the earth, it thrives as the seasons change above it. Its steady appreciation, inflation resilience, emotional resonance, and income-generating potential combine to make land a truly evergreen asset. In an age of uncertainty and rapid change, land remains a beacon of stability and an anchor for those seeking secure, meaningful investment growth.

4. CHANGE AGENTS: DEVELOPMENTS THAT REDEFINE LAND VALUE



Land value is far from static; it is a living, breathing metric shaped by the transformative forces of infrastructure, renewable energy, and visionary developments. Across the United States, strategic projects from new highways to utility-scale solar farms have repeatedly proven to move the needle on land appreciation, reshaping local economies and living landscapes. Understanding these "change agents" is essential not only for investors and developers but also for homeowners and local communities striving to identify the next big opportunity before the value surge becomes mainstream.

Consider the rush of infrastructure rolling across the American landscape today: roads, rail lines, and energy corridors are reshaping once-quiet locales into booming corridors of opportunity. Take, for example, the classic power of infrastructure. When new roads or expansions come to town, especially arteries connecting vital hubs, land prices often rise dramatically. ***Research indicates infrastructure projects can increase land values by upwards of 6%, with road networks alone responsible for up to a 31% boost in some urban-adjacent zones.*** It all boils down to accessibility. Improved connectivity reduces travel times, attracts businesses, and spurs residential growth, creating a virtuous cycle of demand and appreciation. In places like Austin, investments by tech giants have fueled explosive demand and dramatically spiked land prices. ***Properties purchased in the early 2010s for under \$200,000 now trade for upward of \$500,000 within just a ten-mile radius of campus and facility expansions.***

Rural Upstate New York offers another compelling case. ***Agricultural parcels near nascent wind-farm projects went from speculative farmland worth around \$2,000 per acre to coveted lease sites commanding \$6,000–\$8,000 per acre within a few years of project approval.*** What was once idle land became income-generating real estate virtually overnight. Arizona's recent history shows the same dynamic in motion. When a new loop highway was announced around Phoenix, ***farmland previously priced at roughly \$5,000 per acre was soon fetching \$20,000+*** as developers anticipated proximity to future suburban sprawl. Infrastructure, clearly, wields enormous influence.

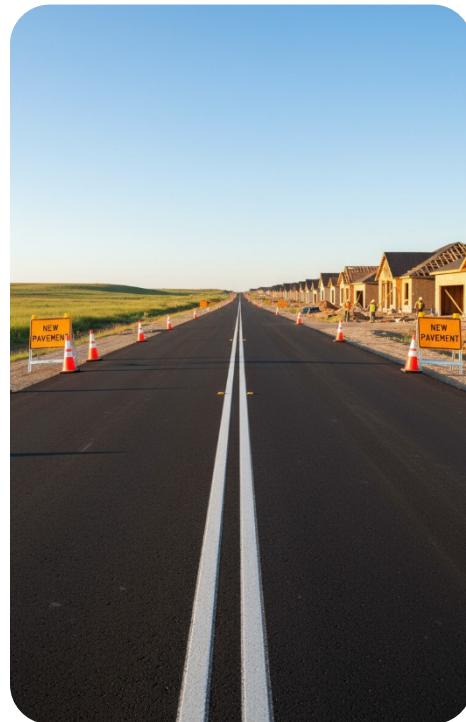
The latest high-profile example is the Legacy Ridge community in Bonham, Texas. Spearheaded by two major developers, Centurion American Development Group and Horizon Capital Partners, this 273.7 acre master-planned enclave will deliver 436 new homes ranging from cozy 40-foot lots to luxurious 100-foot estates surrounding an 18-hole Bill Johnston-designed golf course. This project illustrates how thoughtful residential development can transform an area, attracting new residents and businesses and increasing land value beyond the immediate footprint.

Why should such lessons matter to investors and land buyers? The secret to capitalizing on transformational development lies in identifying these signals early, before they become headline news. Lessons drawn from Bonham and similar cases point us to three critical markers of imminent land value appreciation:

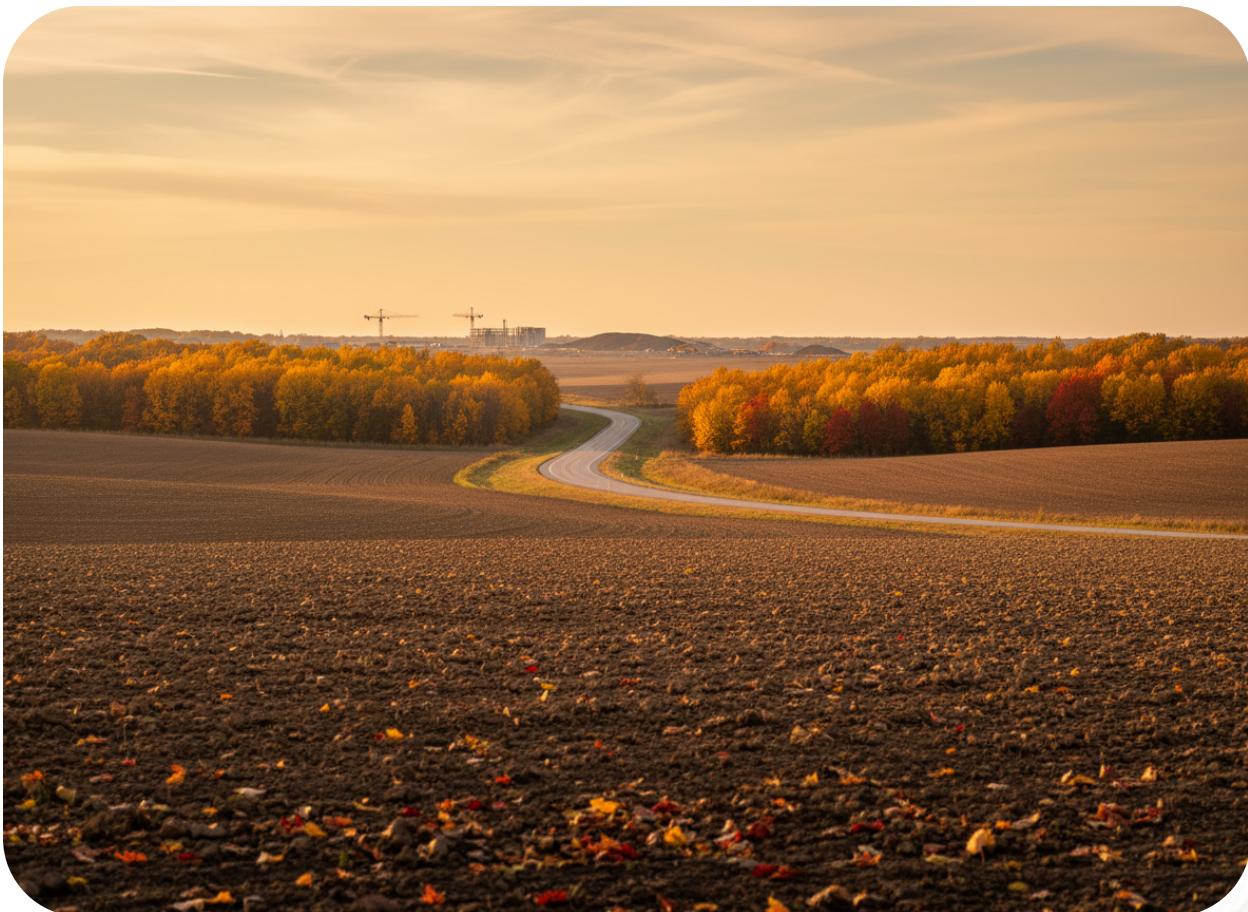
First, major infrastructure plans, especially road expansions and improved transit corridors are foundational value drivers. For example, ***the ongoing I-35 highway expansion near Gainesville, TX, includes six new frontage road bridges and plans to widen lanes to reduce congestion and improve access.*** This enhances visibility and traffic flow, attracting higher-quality retail and commercial development along the corridor. History proves that enhanced traffic volumes correlate with increased land values as demand for buildable lots near main arteries surges.

Second, renewable energy projects that progress from planning to construction represent another promising signal. ***Gainesville, TX, stands out as a goldmine for this reason.*** The city's commitment to 100% renewable energy including significant biomass and solar projects supplying tens of thousands of homes introduces stable income to landowners and fuels local economic growth. Multiple Texas renewable energy investments generate billions in tax revenues and lease payments, underpinning long-term land value stability and growth. ***For investors, areas like Gainesville offer the dual advantage of clean energy-driven growth and infrastructure expansion.***

Finally, local government policies and incentives that support redevelopment and infrastructure investments improve a region's competitive position. Gainesville's Economic Development Corporation fosters growth through grants, infrastructure investment, and zoning planning to encourage industrial and commercial expansion while maintaining community character. Such coordinated efforts ensure that development-driven appreciation benefits residents while creating sustainable economic ecosystems. In an era defined by rapid change, those who learn to read the signals of infrastructure, energy transformation, and strategic development will continue to outperform. At Landzille, we pride ourselves on identifying these key change agents to secure the best land deals for our clients, ensuring opportunities that align with future growth and appreciation. Having successfully allocated lots in Gainesville Phase 1, we are excited to announce that Phase 2 is coming soon, offering another chance to invest in this high-potential market. From the upcoming homes of Bonham's Legacy Ridge to the expanding highway corridors around Gainesville, the future belongs to the savvy few who see land value not as it is today but as it is destined to become.



5. INVESTING WITH NATURE'S BLUEPRINT



Every autumn, trees across North Texas paint the horizon in gold, orange, and crimson, only to shed their leaves a few weeks later. To the casual eye, it's just nature's beauty. But for the thoughtful investor, autumn offers a quiet masterclass in strategy, timing, and resilience. Each leaf falling away is nature's way of making space, ensuring the tree conserves resources during winter and prepares to flourish again in spring. For land investors, this seasonal pattern offers an incredibly practical framework: successful investing requires knowing when to hold firm and when to let go.

Investing with a "seasonal mindset" means approaching land decisions with awareness of market cycles and the readiness to adapt. During boom periods, holding onto land positions investors to maximize gains. Conversely, recognizing signs of market plateau or decline signals when it's time to sell or shift focus.

Just like a tree burdened by too many old leaves, an investor overloaded with stagnant assets may miss fresh opportunities; wise decision-making means periodically pruning the portfolio.

Nowhere is this blend of natural wisdom and strategic opportunity more evident than in Gainesville, Texas. With ongoing highway expansions, renewable energy developments, and strong local government support fueling growth, Gainesville is entering a season ripe for land investment. Like a tree just beginning to shed dead leaves before bursting into new life, the market here is shedding old constraints to create space for significant appreciation. This makes now an ideal time to invest before prices rise further, positioning landowners to benefit from the next wave of growth.

In essence, the falling leaves remind us that in investing, as in nature, progress comes through phases of release and renewal. By syncing investment decisions with these cycles and recognizing local market signals like those unfolding in Gainesville, investors harness a blueprint for enduring success, one that respects the rhythms of opportunity and responds with agility. The lesson is clear: thriving in land investment is not about clinging to what's familiar, but about trusting nature's wisdom to guide when to hold, when to release, and when to grow again.

LESSONS FROM THE LEAVES: A NATURE-INSPIRED GUIDE.

1. **Cycles Are Natural** – Just like seasons, land markets rise, cool, and rise again. Expect it, plan for it.
2. **Know When to Let Go** – Trees drop their leaves without fear. Smart investors release properties or strategies that no longer serve their goals.
3. **Conserve for the Future** – Autumn is about preparing for winter. Build reserves and liquidity for when opportunities come.
4. **Patience Pays** – Spring always follows winter. In land, downturns often precede the biggest jumps in value.
5. **Timing Matters** – A leaf that falls too early withers. Selling too soon or holding too long can shrink returns.
6. **Pruning Fuels Growth** – Cutting back allows new energy. Letting go of weaker investments creates room for stronger ones.

7. **Trust the Long Game** – Nature never doubts its cycles. Land investing rewards those who think in decades, not days.
8. **Adaptability Wins** – Trees adjust to weather; investors must adapt to market signals like new roads, population growth, or zoning shifts.
9. **Quiet Seasons Have Purpose** – Winter looks still, but roots grow deep. Use market lulls to research, plan, and position.
10. **Nature's Blueprint Never Fails** – By aligning with cycles, you invest smarter, calmer, and more profitably.
11. **Diversity Strengthens Survival** – Forests thrive because no single tree dominates. In the same way, diversifying your portfolio across locations or lot sizes cushions against market shifts.
12. **Resilience is Built Over Time** – A tree doesn't grow tall overnight. Consistency in investing builds stability and resilience.
13. **Groundwork Matters Most** – Deep roots sustain trees through storms. For investors, due diligence, research, and legal groundwork protect your investment.
14. **Small Changes Compound** – Leaves fall quietly, yet reshape entire landscapes. Small, consistent investments in land often deliver big returns over time.
15. **Seasons Don't Last Forever** – No autumn stretches endlessly, and neither do hot markets. Recognizing when a cycle is peaking gives you the edge to act wisely.



6. INVESTOR'S TOOLKIT: PORTFOLIO PULSE CHECK



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“Healthy investments, like healthy people, thrive on regular checkups”.

Just as our bodies need routine care, so do our land portfolio. The **3rd quarter** is the perfect moment to pause, assess, and ensure your investments are fit and ready for the opportunities ahead. Here's your **mid-year health check for land investors**; practical, simple, and designed to keep your portfolio in peak condition.

CHECK THE HEARTBEAT (CONTRACTS)

Contracts are the lifeline of your deals. Review agreements, seller commitments, and deadlines.

KEEP YOUR STRESS LOW (CLOSINGS)

Closings can spike your “blood pressure” if left unmanaged. Confirm paperwork, funds, and title checks well in advance. Smooth closings mean healthier investments.

BALANCE YOUR DIET (HOLDING VS SELLING LAND)

Your portfolio is like your diet: some parcels fuel growth, others slow you down. Hold onto the properties that nourish long-term goals and trim those that drain your energy.

TAKE YOUR VITAMINS (TAX ADVANTAGES)

Vitamins strengthen the body; tax strategies strengthen your bottom line. Even now in Q3, talk with your tax advisor about deductions, depreciation, and 1031 exchange prep.

CHECK YOUR FITNESS (LIQUIDITY & CASH FLOW)

Healthy portfolios stay flexible. Do you have enough liquidity to jump on opportunities if they arise this fall? Or are you overcommitted?

GET A VISION TEST (MARKET OUTLOOK)

Eyesight matters. Are you clearly seeing what's happening locally? New housing projects, roads, or zoning changes (like the **436-home build in Bonham**) are market signals you don't want to miss.

MEASURE YOUR STRENGTH (EQUITY GROWTH)

Check your "muscle gains." Compare your land value to recent sales or comps. Are you growing as expected, or is it time to adjust your strategy?

MIND YOUR REST (PATIENCE)

Even the healthiest bodies need rest. Not every parcel requires immediate action. Sometimes, the best strategy is to hold steady and let appreciation work quietly in your favor.

SCHEDULE THE ANNUAL EXAM (BIG PICTURE REVIEW)

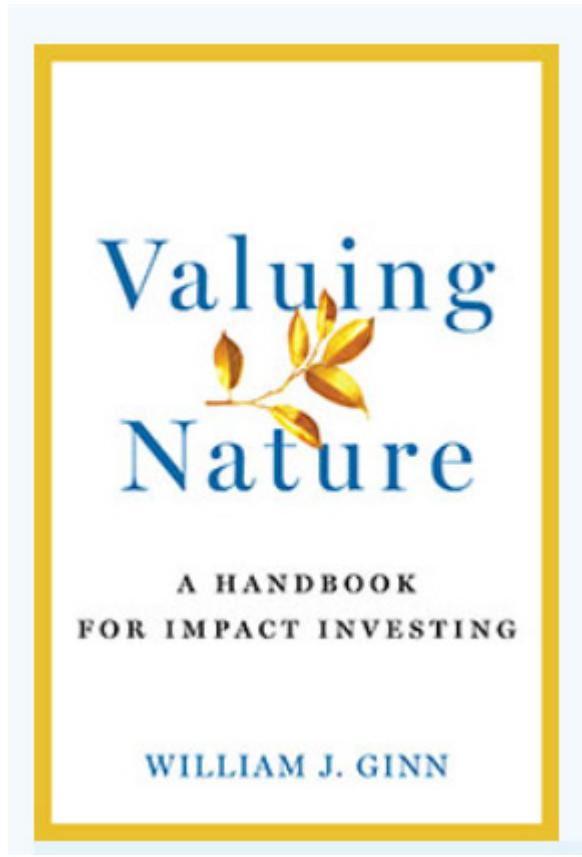
Doctors look at the whole body, not just one part. Do the same with your portfolio: identify risks, highlight strengths, and adjust for balance. This ensures you enter Q4 prepared, not scrambling.



7. LANDZILLE RECOMMENDS: BOOK, TOOLS, EVENTS

BOOK OF THE MONTH

Valuing Nature: A Handbook for Impact Investing by William Ginn (2020)



A practical guide to integrating private capital with land and environmental conservation.

TOOLS WE LOVE:

- » LandVision (comprehensive land data and market analytics)
- » ClimateAI (predictive insights for weather and environmental risk management)

UPCOMING & RECENT EVENT:

- » **From Gainesville Phase 1 to What Comes Next:** we are excited to share that we have successfully allocated lots in Gainesville Phase 1, marking a major milestone for our community of investors. But that's just the beginning; another major deal is in the pipeline, set in one of North Texas's prime locations, that will truly blow your mind. We will begin rolling out all the details very soon, so both our valued existing investors and newcomers should be on high alert. Stay tuned; you won't want to miss what's coming next!
- » **Sneak Peak: GEOTELA** is no longer just an idea, it's taking shape. We are currently testing, refining features and bringing the vision to life. Soon, our community will be the first to experience it as pioneer users. Something big is coming. Every Land has a story!
- » **September Community Event:** Join us on Thursday, September 19, 2025, for a virtual community event. We will share key insights on North Texas land investment opportunities, what new developments and infrastructure mean for land value, and how to secure and grow wealth through land ownership.



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