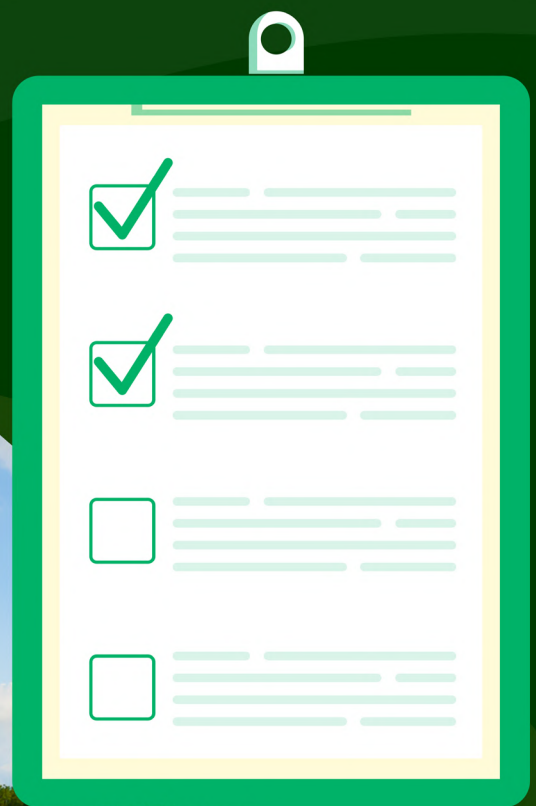


# The Top 10 Things To Do Before You Sell Your Land



# 1. Research The Market Trends to Understand Current Land Values and Demand

- ❑ **Analyze Local Sales Data:** Look into recent and currently listed land sales in your area to get an idea of current market prices.
- ❑ **Study Economic Trends:** Understand how broader economic factors (like interest rates and employment rates) might influence land values.
- ❑ **Read Real Estate Reports:** Consult reports from real estate specialists for a professional perspective on market trends.
- ❑ **Monitor Infrastructure Developments:** Keep an eye on new infrastructure projects in your area, as they can significantly impact land values.
- ❑ **Assess Supply and Demand Dynamics:** Understand the balance between the number of available properties and buyer interest in your area.
- ❑ **Consider Seasonal Variations:** Recognize how different times of the year might affect land sales and prices.
- ❑ **Track Zoning Changes:** Stay informed about any changes in local zoning laws, which can affect land use and value.







## 2. Clearly Define Your Goals for Selling the Land (E.G., Quick Sale, Maximum Profit, Etc.)

- Identify Your Primary Objective:** Determine if your main goal is a quick sale, maximum profit, or another specific outcome.
- Consider Timeframe:** Decide on an ideal timeline for selling your land. Are you looking for an immediate sale, or can you afford to wait for the right offer?
- Evaluate Financial Needs:** Assess your financial situation to understand if immediate cash flow is a priority or if you can hold out for a higher price.
- Set a Minimum Acceptable Price:** Based on your research and financial needs, establish the lowest price you're willing to accept.
- Understand Tax Implications:** Be aware of any capital gains tax or other tax liabilities that may affect your net earnings from the sale.
- Plan for Post-Sale Funds Usage:** Decide how you will use the proceeds from the sale (e.g., reinvestment, purchasing a new property, retirement, etc.).

### 3. Investigate Any Potential Issues with Your Land, Such as Title Disputes, Encroachment Problems, Probate Concerns, And Access Rights

- ❑ **Review Your Property Title:** Ensure the title is clear of any disputes or unknown liens or taxes. Obtain a lien search via a title company.
- ❑ **Check for Encroachments:** Get a survey and inspect your property boundaries to see if neighboring properties are infringing upon your land.
- ❑ **Resolve Probate Issues:** If the land was inherited, ensure the probate process is complete, and all legal transfers are properly documented.
- ❑ **Verify Access Rights:** Confirm that your property has legal access to public roads or right-of-way through neighboring properties.
- ❑ **Assess Environmental Constraints:** Look for any environmental restrictions or issues like wetlands, endangered species habitats, or contamination.
- ❑ **Prepare Disclosure Documents:** Be ready to disclose any known issues to potential buyers as required by law.





## 4. Obtain A Lien Report to Ensure There Are No Outstanding Debts or Claims Against the Property

- Understand Different Types of Liens:** Familiarize yourself with various liens that could affect your property, such as tax liens, mechanic's liens, or judgment liens.
- Check for Municipal Liens:** Inquire with local government offices to see if there are any unpaid property taxes or utility bills.
- Assess Impact on Sale:** Determine how any identified liens will affect the sale process, price, and your net proceeds.
- Plan for Lien Resolution:** Develop a strategy for resolving any liens, whether it involves paying them off or negotiating with lienholders.
- Update Lien Information Regularly:** Liens can be filed at any time, so keep the lien report updated, especially as you approach the sale.
- Disclose Liens to Potential Buyers:** Be transparent about any existing liens to prospective buyers, as this will be necessary during the selling process.



## 5. Have A Professional Survey Done to Establish Exact Boundaries and Land Features

- ❑ **Hire a Licensed Land Surveyor:** Select a reputable and experienced surveyor to conduct a comprehensive survey of your property.
- ❑ **Understand Survey Types:** Be aware of different types of surveys, like boundary surveys, topographical surveys, or site planning surveys, and determine which is most suitable for your needs.
- ❑ **Clarify Survey Goals:** Communicate your specific needs to the surveyor, whether it's for establishing exact boundaries, identifying topographical features, or preparing for construction.
- ❑ **Review Previous Surveys:** If available, provide any previous survey documents to the professional for reference.
- ❑ **Check Legal Requirements:** Understand any legal requirements for surveys in your area, especially if you are dividing the land or altering its use.
- ❑ **Document Land Features:** Ensure the survey includes natural features, man-made structures, easements, and any encroachments from neighboring properties.
- ❑ **Use Survey for Marketing:** Utilize the survey results in your marketing materials to represent the land accurately to potential buyers.
- ❑ **Resolve Boundary Disputes:** If the survey reveals any boundary disputes with neighbors, take steps to resolve these issues before listing the property.
- ❑ **Evaluate Land Improvement Needs:** Use the survey insights to identify areas where improvements or maintenance might increase the land's value or appeal.

## 6. Seek A Reputable Buyer, Preferably A Land Investor, For A More Straightforward Transaction

- Research Potential Buyers:** Look into the backgrounds of potential buyers or land investment companies to ensure credibility and reliability.
- Network for Leads:** Use your personal and professional networks to find reputable buyers, especially those with a history of land investment.
- Engage with Real Estate Professionals:** Consult with real estate agents or brokers who may have connections with land investors.
- Attend Real Estate Events:** Participate in local real estate events, auctions, and investor meetups to network with potential buyers.
- Screen for Seriousness and Capability:** Ensure potential buyers have the financial capability to proceed with the purchase and are serious about closing the deal.
- Check References and Reviews:** If considering a land investment company, check their reviews, testimonials, and past transaction history.
- Advertise in Targeted Media:** Place ads in publications or websites known to be frequented by land investors.
- Prepare a Comprehensive Land Package:** Present your land attractively, with all necessary information, to appeal to knowledgeable investors.
- Evaluate Offers Carefully:** Scrutinize each offer, paying attention not just to the price but also to the terms and the buyer's track record.

## 7. Consult A Real Estate Attorney to Understand Legal Aspects and Ensure a Smooth Process

- ❑ **Choose an Experienced Attorney:** Select a real estate attorney with expertise in land sales and local property laws.
- ❑ **Review Legal Documents:** Have the attorney review all legal documents related to your property, including the title, deed, easements, and covenants.
- ❑ **Understand Legal Implications:** Gain clarity on any legal implications related to selling your land, such as zoning restrictions, land use laws, and environmental regulations.
- ❑ **Discuss Disclosure Requirements:** Learn about the legal requirements for disclosing property information to buyers and ensure compliance.
- ❑ **Address Potential Legal Issues:** Ask the attorney to identify and advise on resolving any potential legal issues that could arise during the sale.
- ❑ **Draft or Review Sales Agreement:** Have your attorney draft or review the sales contract to ensure it protects your interests and is legally sound.
- ❑ **Clarify Tax Consequences:** Understand the tax implications of your land sale, including capital gains tax or other potential liabilities.
- ❑ **Plan for Closing:** Discuss the closing process with your attorney to understand what documents and steps are involved.



## 8. Prepare Your Land for Sale by Cleaning and Making Necessary Improvements to Enhance Its Appeal

- Conduct a Thorough Clean-Up:** Clear debris, trash, and overgrown vegetation to improve the land's appearance.
- Enhance Curb Appeal:** If accessible from a road, make the entrance and visible areas more appealing with basic landscaping or grooming.
- Address Any Repair Needs:** Fix fences, gates, or any structures on the land that are in disrepair.
- Improve Accessibility:** Ensure that paths or roads on the property are clear and in good condition for easier access.
- Highlight Attractive Features:** Clean and showcase any natural or man-made features like ponds, streams, or scenic views.
- Manage Vegetation:** Prune overgrown trees and bushes and maintain grassy areas to make the land look well-kept.
- Remove Invasive Species:** Eliminate any invasive plant species that might deter buyers or affect the value of the land.



## 9. Set A Competitive Yet Realistic Price Based on Your Research and Market Conditions

- ❑ **Analyze Comparable Sales:** Look at recent sales of similar properties in your area to gauge a competitive market price.
- ❑ **Consider Property Features:** Adjust your price based on unique features, size, location, and condition of your land.
- ❑ **Understand Current Market Trends:** Factor in whether it's a buyer's or seller's market and how that influences pricing.
- ❑ **Get a Professional Appraisal:** Consider hiring a professional appraiser to provide an unbiased valuation of your property.
- ❑ **Factor in Costs and Liabilities:** Deduct any costs like outstanding taxes, liens, or agent fees from your expected sale price to understand your net gain.
- ❑ **Adjust for Special Circumstances:** If your land has unique attributes or potential issues, adjust the price accordingly.
- ❑ **Be Prepared to Negotiate:** Set your initial price with some room for negotiation, keeping in mind the lowest amount you're willing to accept.
- ❑ **Review and Adjust if Necessary:** Be open to revising your price based on feedback from the market and how long your property has been listed.

## 10. Develop A Marketing Strategy to Reach Potential Buyers, Utilizing Online Platforms, Local Real Estate Agents, And Land-Selling Websites

- ❑ **Create a Compelling Listing:** Develop an attractive and detailed listing for your land, highlighting key features and benefits.
- ❑ **Use High-Quality Photos and Videos:** Invest in professional photography and possibly drone footage to showcase your land effectively.
- ❑ **Leverage Online Real Estate Platforms:** List your property on popular real estate websites and platforms that cater to land sales.
- ❑ **Engage with Local Real Estate Agents:** Partner with local agents who specialize in land sales and have a network of potential buyers.
- ❑ **Utilize Social Media:** Promote your land on social media channels, using targeted ads to reach potential buyers in specific demographics or locations.
- ❑ **List on Land-Specific Websites:** Use websites dedicated to selling land to target a more focused audience.
- ❑ **Create Virtual Tours:** Offer virtual tours, if possible, especially for remote buyers, to get a better sense of the property.
- ❑ **Network in Local and Online Communities:** Engage with local community groups and online forums related to real estate and land sales.
- ❑ **Use Traditional Marketing Methods:** Don't overlook traditional methods like signage on the property, local newspaper ads, and flyers in community centers.





## How to Contact Us

There are many ways to get in touch with us about your land.

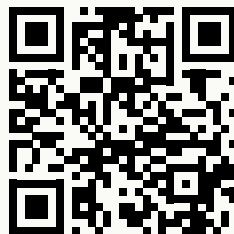
You can join and Like us on Facebook, or call our team at **(954) 833-4667** or email us at **[John@TerraTractSolutions.com](mailto:John@TerraTractSolutions.com)** And of course, go to our website and request an offer and then we can discuss your goals and how we can make the best offer to help you reach them.

**Website:**

**[TerraTractSolutions.com](http://TerraTractSolutions.com)**

**Mailing Address:**

**4474 Weston Rd, #1006, Davie, FL 33331**



Scan the QR code above to navigate to **Terra Tract Solutions** Website!