

Selling Land The Smart Way

Checklist



Doug Hazlewood @ Vacant Land Man

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What Are the Benefits of Selling Land?

Money From Sales Can Clear Your Debts.

- ☐ Obtain a substantial influx of cash from the land sale.
- ☐ Use the money to clear debts and reduce financial stress.
- ☐ Free up resources previously allocated to debt repayments.
- ☐ Focus on other financial goals with improved cash flow.
- ☐ Selling land frees up capital tied up in an illiquid asset.
- ☐ Access the money for various financial needs or investment purposes.



The Sale Provides Financial Stability.

- ☐ Pay off debts and establish a more stable financial position.
- ☐ Create an emergency fund for unexpected expenses.
- ☐ Invest in income-generating assets to enhance financial stability.
- ☐ Build a robust retirement fund for a secure and comfortable future.

Extra Money Allows for New Investments.

- ☐ Allocate funds to buy shares in different companies (established and startups).
- ☐ Diversify your portfolio for potential growth and returns.
- ☐ Consider investing in bonds for fixed income and lower risk.
- ☐ Choose from government, corporate, or municipal bonds.
- ☐ Invest in mutual funds to gain exposure to a diverse range of assets.
- ☐ Professional fund management can help optimize returns.
- ☐ Use the proceeds to invest in income-generating properties.
- ☐ Explore rental homes, apartments, or commercial spaces.



Funds Can Be Used for New Property or Home Improvements.

- ☐ Consider using the funds as a down payment for a new property.
- ☐ Explore covering the entire purchase price of your new home.
- ☐ If planning to move to a new city or region, use sale funds for relocation.
- ☐ Cover moving expenses to facilitate the transition.
- ☐ Utilize funds for the down payment on your new home.
- ☐ Invest the funds in a rental property for additional sources of income.
- ☐ Explore potential long-term appreciation in the property's value.



What Are the Costs of Keeping Land?

Taxes

- ☐ Understand that tax amounts vary based on the land's location, size, and value.
- ☐ Be aware that property taxes can increase over time, especially if the land's value appreciates or the local government raises tax rates.

Liability Insurance

- ☐ Determine if liability insurance is necessary for your land.
- ☐ Evaluate potential risks, accidents, or injuries that could lead to legal claims.
- ☐ Understand that liability insurance typically covers legal defense costs.
- ☐ Be aware that it may also cover potential damages awarded to the injured party.
- ☐ Consider factors that affect the premium, such as the land's size and location.
- ☐ Understand that perceived risk associated with the property can impact the premium.
- ☐ Choose coverage limits that align with your needs and budget.

Clean-Up and Maintenance

- ☐ Identify and budget for clean-up costs like debris and trash removal.
- ☐ Address any hazardous materials or environmental concerns.
- ☐ Schedule regular mowing and grass maintenance.
- ☐ Implement weed control measures to keep the land tidy.
- ☐ Arrange for tree trimming and general landscaping upkeep.
- ☐ Inspect and maintain structures, such as fences and gates.
- ☐ Budget for necessary repairs or replacements.
- ☐ Evaluate the need for pest control measures.
- ☐ Plan and implement prevention methods against insects, rodents, or other pests.



HOA or POA Fees

- ☐ Identify if your land is part of an HOA (Homeowners Association) or POA (Property Owners Association).
- ☐ Understand the frequency of fees (e.g., monthly or annual payments).
- ☐ Recognize that HOA fees contribute to the upkeep and maintenance of common areas.
- ☐ Common areas may include parks, swimming pools, playgrounds, roads, and landscaping.
- ☐ Understand that POA fees are similar to HOA fees but might apply to landowners in areas without individual homes or structures.



What Are the Challenges of Selling Land vs. House?

Difficult to Determine Land Value.

- ☐ Recognize that determining land value can be challenging compared to houses.
- ☐ Understand that land values depend on factors like location, development potential, zoning regulations, amenities, and market demand.
- ☐ Be aware that there might be limited data on recent land sales or comparable parcels.
- ☐ Understand that this limitation can make it difficult to gauge current market demand and accurate prices.



Buyers Find It Hard to Visualize Land's Potential.

- ☐ Understand that vacant land lacks built-in structures and amenities.
- ☐ Recognize that this can make it challenging for buyers to connect with the property.
- ☐ Be aware that buyers may struggle to visualize how the land can meet their needs and preferences.
- ☐ Consider providing ideas or potential uses for the land to assist buyers in envisioning its possibilities.
- ☐ Understand that the lack of visualization can lead to slower sales cycles.
- ☐ Be prepared for decreased interest and difficulties attracting serious buyers.

Legal and Zoning Constraints.

- ☐ Determine if there are any legal restrictions or limitations on the land's development.
- ☐ Be aware of potential constraints, such as restrictions on building heights, setback requirements, or prohibited land uses.
- ☐ Familiarize yourself with the zoning regulations that apply to the land.
- ☐ Understand how these regulations may impact potential development plans.
- ☐ Recognize that navigating legal complexities can be time-consuming and costly.
- ☐ Understand that sellers and potential buyers may face frustration while dealing with legal constraints.

Harder to Find Interested Buyers.

- ☐ Understand that land appeals to a more specific audience, such as developers, investors, or individuals with specific plans for the property.
- ☐ Recognize that this limited pool of potential buyers can make it harder to attract many interested parties.
- ☐ Be prepared for a potentially longer time on the market compared to houses with broader market appeal.
- ☐ To overcome the challenge of finding interested buyers, be ready to invest in targeted marketing and outreach efforts.



What are the Three Options to Sell Your Vacant Land?

Sell By Yourself (FSBO)

Pros:

- ☐ **Cost Savings:** Save significant money on real estate agent commissions.
- ☐ **Direct Control:** Retain complete control over the sales process, from pricing to closing the deal.
- ☐ **Better Knowledge of the Land:** Showcase unique features of the property effectively due to intimate knowledge as the landowner.
- ☐ **Flexibility in Negotiations:** Negotiate directly with buyers and tailor terms to suit your preferences.

Cons:

- ❑ **Limited Exposure:** May result in limited exposure compared to using a real estate agent's extensive marketing resources and network.
- ❑ **Marketing Challenges:** Individual sellers may face difficulties in effectively marketing the property, especially without experience in advertising to potential buyers.
- ❑ **Negotiation Skills:** Navigating the negotiation process can be challenging without the expertise of a real estate agent.
- ❑ **Legal and Documentation Matters:** Handling legal paperwork and ensuring proper documentation can be complex and time-consuming without prior experience.

Sell With a Realtor

Pros:

- ❑ **Professional Guidance:** Benefit from the expertise and guidance of a real estate agent throughout the entire selling process.
- ❑ **Broad Market Exposure:** Agents have access to extensive marketing resources and networks, exposing your land to a larger pool of potential buyers.
- ❑ **Negotiation Skills:** Rely on the agent's negotiation skills to secure the best possible deal for your land.
- ❑ **Handling Documentation:** Agents take care of legal paperwork and ensure all necessary documentation is in order.



Cons:

- ☐ **Agent Commission:** You will need to pay a commission to the real estate agent, reducing your overall profit.
- ☐ **Less Control:** Some decisions regarding pricing and marketing will be made by the agent, reducing your direct control.
- ☐ **Dependency on Agent Performance:** The sale's success partly relies on the realtor's effectiveness in marketing and negotiating. If you choose an inexperienced or less skilled agent, it may impact the outcome of the sale.
- ☐ **Selling Timeline:** There is no guarantee of an immediate sale. The selling timeline can still take some time, depending on market conditions and buyer interest.
- ☐ **Communication Issues:** You will face communication challenges if you and the realtor have different expectations or if the realtor handles multiple clients simultaneously.
- ☐ **Limited Control:** Entrusting the sale to a realtor means relinquishing some control over the process.

Sell to a Land Investor

Pros:

- ☐ **Quick sale:** Land investors are ready to make quick decisions. Selling to an investor can lead to a faster and more straightforward transaction process.
- ☐ **Cash offers:** Land investors typically make cash offers. Cash offers can appeal to sellers seeking a quick and hassle-free sale.
- ☐ **Market experts:** Land investors specialize in buying and developing land. They understand the intricacies of land transactions, facilitating an efficient process.
- ☐ **Avoid holding costs:** Selling to an investor can help avoid ongoing holding costs. This includes expenses like property taxes and maintenance while waiting for a traditional buyer.
- ☐ **Zero fee:** Selling to an investor can bypass marketing expenses and agent commissions. The investor typically covers these costs.

Cons:

- ☐ **Dependency on Investor's Timeline:** The sale's speed may depend on the investor's timeline and other investment priorities. Be prepared to adapt to the investor's schedule for closing the deal.
- ☐ **Limited Negotiation Power:** As an individual seller, you might have limited negotiation power when dealing with experienced land investors. Investors may have the upper hand in negotiating terms and conditions.



Meet The Doug Hazlewood from Vacant Land Man

Doug Hazlewood is a proud Texas family man and land investor and purchases land that is vacant or near vacant. The owners of the property often have no use for it and are looking to sell. Doug typically pays cash for the land and he has a knack for finding deals on quality properties.

Doug started a mobile home business around three years ago and has bought and sold over a hundred mobile homes in Texas, providing affordable housing for the community. He has gained substantial experience in the real estate market and understands how to maximize the value of a transaction. If you're considering selling land, Doug would be an excellent person to talk to.



How Vacant Land Man Can Help You

Our Values

In the heart of our business, we believe in the power of core values:

- ☐ Integrity.
- ☐ Compliance and expertise.
- ☐ Locals supporting locals.
- ☐ We will go the extra mile.
- ☐ We always do what we say we will do.



How We Work with Sellers

At Vacant Land Man, we believe in fostering a partnership that is built on transparency, support, and shared success.

- ☐ We will go above and beyond to help you.
- ☐ No fees, no commissions, and no stress.
- ☐ Creative solutions for selling your land with ease.
- ☐ Constant communication throughout the deal.
- ☐ Safe and secure closing with a reputable title company.



How to Contact Us

Our team is available to answer any of your questions or concerns about your land. You can mail us at doug@vacantlandman.com or call us at (281) 466-3553.

You can also visit our website at www.vacantlandman.com to know more about us and get a free land consultation that will give you options to explore what is right for you!

