

# Selling Land The Smart Way

**Transforming Your Vacant Land Into  
A Valuable Asset!**



**Doug Hazlewood @ Vacant Land Man**

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# Foreword

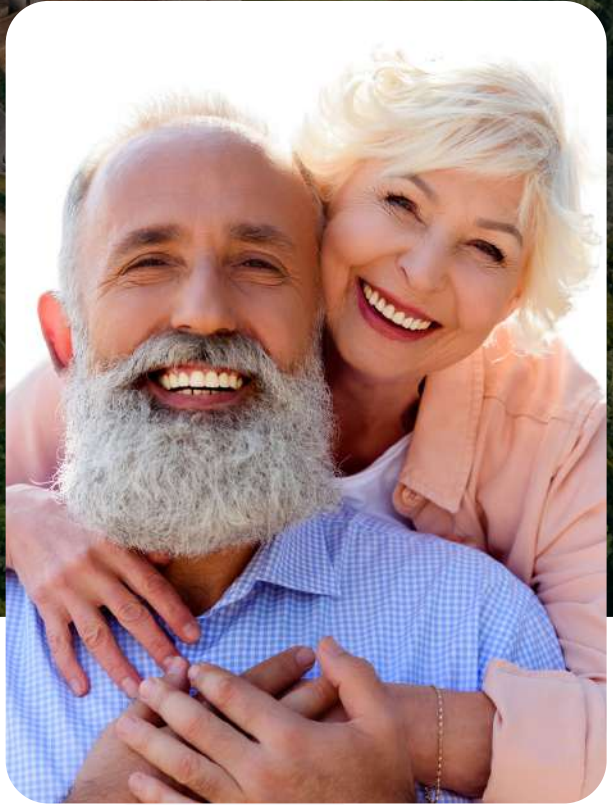
In today's fast-paced world, maximizing the value of every asset we possess is essential. Often overlooked, vacant land has incredible potential waiting to be tapped but it is useless if it is sitting idle and unused. This eBook highlights the benefits of selling your land and provides invaluable insights into the challenges you may encounter. Whether it is the complexities of land valuation, finding interested buyers, or navigating legal issues, it offers practical solutions to help you overcome obstacles.

One of the standout features of this eBook is the detailed exploration of four distinct options for selling vacant land. From selling independently to partnering with a land investor in a joint venture, each avenue is presented with clarity and in-depth analysis, empowering you to choose your unique situation.

You will be guided through the pros and cons of each selling option, ensuring you comprehensively understand the process. Armed with this knowledge, you can confidently embark on your journey to transform your vacant land into a valuable asset.

Whether you're a landowner looking to make a strategic decision or someone contemplating a vacant land purchase, this eBook will be invaluable.





# How Can Selling Your Land Can Help You and Your Family:

## Use the Money from the Sale to Pay off Any Debts

Selling your land can be a transformative decision that benefits you and your family. One of the most significant advantages is the financial relief it offers by providing you with substantial money from the sale. This influx of funds can be utilized in various ways, with one of the primary uses being to pay off any existing debts or financial obligations.



**Paying off Loans:** If you have outstanding loans, such as mortgages, personal loans, or credit card debts, the money obtained from selling your land can be used to settle these financial burdens. By paying off these loans, you can alleviate the stress of monthly repayments, reduce interest expenses, and improve your credit score.

**Clearing Medical Bills:** Medical expenses can sometimes become overwhelming, especially during emergencies or prolonged health issues. The money from the land sale can help you settle medical bills and provide peace of mind regarding your health-related finances.

**Education Expenses:** If you or your family members have educational loans or upcoming tuition fees, selling your land can provide the necessary funds to cover these costs. It ensures access to quality education without the burden of ongoing loan repayments.

## Give You Peace of Mind

Selling empty land can be a transformative decision that significantly benefits you and your family, including peace of mind and enhanced financial stability.

**Eliminating Holding Costs:** Vacant land comes with ongoing expenses, such as property taxes, insurance, and maintenance. By selling the land, you free yourself from these financial burdens, leading to immediate cost savings. This reduction in holding costs can bring relief, as you no longer need to allocate funds for a property that is not actively utilized.

**Releasing Tied-up Capital:** Land is an asset that ties up capital without generating any income. When you sell your empty land, you unlock the value tied to the property, converting it into liquid cash. This capital infusion can provide greater financial flexibility, allowing you to explore investment opportunities or address other pressing financial needs.

**Reducing Risks and Liabilities:** Owning vacant land entails potential risks and liabilities. For instance, you might be liable if someone was injured on the property. Selling the land transfers these risks to the new owner, freeing you from potential legal or financial repercussions.

## Help You Invest in New Things

Selling your land can present exciting opportunities for you and your family, especially when investing in new ventures and endeavors. The extra money from the sale can serve as a valuable resource, empowering you to explore various investment options and achieve your financial aspirations.



**Diversifying Your Investment Portfolio:** The proceeds from the land sale offer you a chance to diversify your investment portfolio. Instead of having all your assets tied up in real estate, you can allocate some funds to other investment instruments such as stocks, bonds, mutual funds, or even start-up ventures. Diversification helps spread risk and can lead to more stable and potentially higher returns.

**Real Estate Investment:** While selling your vacant land might mean letting go of one real estate asset, it can open doors to other investment opportunities. You could use the money to invest in income-generating properties, rental properties, or real estate development projects, generating passive income and building long-term wealth.

## **Buy a New House or Fix Up Your Current One**

The money from selling your land can contribute to the down payment for a new house. By having a substantial portion of the purchase price upfront, you may qualify for a more favorable mortgage rate, making the new home more affordable.

Selling your land can provide the financial means to move to a larger, more desirable, or better-located property. This upgrade can enhance your family's quality of life and offer amenities or features that were previously unattainable.



# If You Choose to Keep the Land, You'll Need to Pay the Ongoing Costs:

## Taxes

Keeping the land comes with ongoing expenses, and property taxes are one of the primary costs you'll need to bear. Local governments levy property taxes typically based on the assessed value of the land. These taxes fund various public services and infrastructure developments within the community.

## **Liability Insurance**

When you decide to retain ownership of vacant land, it's crucial to consider the importance of liability insurance. Liability insurance is a type of coverage that protects you in the event of legal claims or lawsuits related to injuries or property damage that occur on your land.

While it may not be legally required in all cases, having liability insurance for your vacant land is a prudent financial decision to safeguard your assets and protect yourself from potential legal liabilities.

## **Clean-Up And Maintenance**

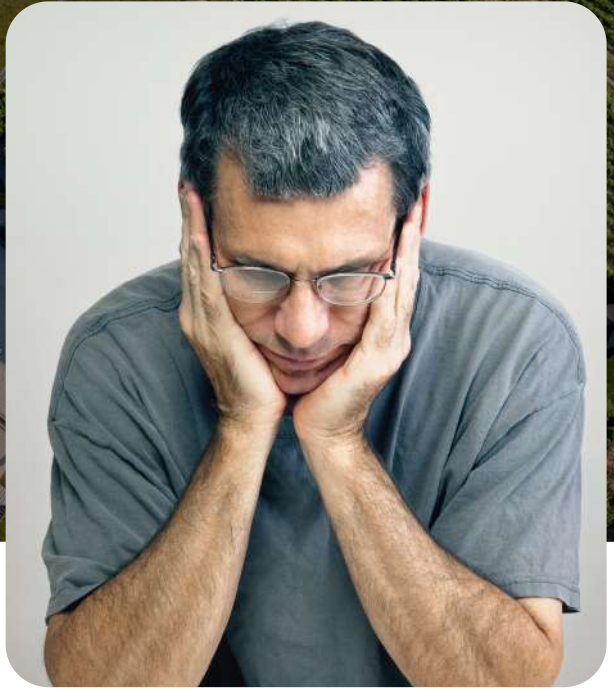
When you opt to retain ownership of vacant land, you must know the ongoing costs of clean-up and maintenance. Unlike developed properties, vacant land requires regular attention and upkeep to ensure it remains in good condition and complies with local regulations.

## **HOA or POA Fees**

If your vacant land is part of a homeowners' association (HOA) or property owners' association (POA), you must pay ongoing fees to maintain your membership. These fees contribute to managing and maintaining common areas, amenities, and shared services within the community.

If your vacant land is part of an HOA or POA, paying the ongoing fees is necessary to maintain membership and support the shared services and amenities within the community.





# Why it's Tougher to Sell Land Than a House:

## The Tricky Process of Determining the Land's Value

Unlike houses with similar properties in the same neighborhood, vacant land can vary significantly in location, size, zoning, and potential use. This lack of direct comparables makes establishing a precise value based on recent sales data challenging.

The value of land is heavily influenced by its zoning and potential use. Factors such as whether the land is designated for residential, commercial, agricultural, or industrial purposes can significantly impact its value. Evaluating zoning restrictions and potential development possibilities requires in-depth knowledge of local regulations.



# Buyers Struggle to Imagine What Can Be Done with the Land

Unlike houses with defined structures and layouts, vacant land is a blank canvas that requires imagination and vision to see its potential. Vacant land typically lacks visual cues or existing structures that can help buyers visualize the possibilities. Without buildings, landscaping, or developed areas, it can be challenging for buyers to picture the potential uses and features of the land.



Zoning regulations and restrictions can limit what can be built or developed on the land. Buyers may struggle to understand these complex rules and their impact on potential development or use.



## Rules About What Can Be Built on the Land and Legal Issues

Zoning laws dictate how the land can be used and what type of structures can be built. Different zones have specific designations such as residential, commercial, agricultural, industrial, etc. Buyers must understand the zoning of the land and whether their intended use aligns with the zoning regulations.



When planning construction on the land, buyers must adhere to local building codes and obtain the necessary permits. Compliance with building regulations is essential to ensure the safety and legality of any structures built on the property.

## **Finding People Who Might Be Interested in Buying the Land Is Harder**

Vacant land caters to a niche market of buyers, typically investors, developers, or individuals with specific plans for the property. This limited target audience makes it harder to find interested buyers than the broader house market.

Vacant land buyers often have specific needs and preferences, such as location, zoning, size, and potential use. Matching these criteria with available properties can be a time-consuming process.





# Four Options to Sell Your Vacant Land:

## **Sell By Yourself (FSBO):**

### **You Have to Take Care of Everything**

As the seller, you will need to determine the fair market value of your land. Researching recent land sales in the area, consulting with appraisers, or seeking professional advice can help you arrive at a competitive and reasonable asking price.

Creating effective marketing materials, such as online listings, flyers, and signage, is crucial to attracting potential buyers. You will need to showcase the land's features, potential uses, and any unique selling points to generate interest.



## **Spend Money on Good Advertising for the Land**

You must utilize online real estate platforms and listing websites to showcase your vacant land. These platforms allow you to provide detailed property descriptions, images, and contact information for interested buyers.

## **Put in Hard Work: Taking Pictures, Drone Footage, and Putting Up Signs**

Selling vacant land as a For Sale by Owner (FSBO) requires considerable effort and hands-on work to market and showcase the property effectively. Capturing high-quality photographs of the land is crucial to creating appealing marketing materials. It may involve using a good camera to take clear images showcasing the property's features, such as the landscape, views, and unique attributes.

As part of the marketing strategy, getting aerial views of the land using drones can provide potential buyers with a better understanding of the property's layout, boundaries, and surrounding environment.

## **Find a Title Company to Make Sure the Sale Is Done Right and Safely**

The title company conducts a comprehensive title search to confirm the legal ownership of the property and identify any existing liens, encumbrances, or claims on the land. Title insurance is then issued to protect the buyer and lender from any undiscovered title defects that could arise in the future.

## **Answer a Lot of Questions from People Who Might Want to Buy**

As a seller of vacant land, be prepared to receive numerous questions from potential buyers interested in purchasing the property. Buyers may have various inquiries to gather information and assess whether the land aligns with their needs and investment goals. Buyers may ask for specific details about the land, such as its size, boundaries, access points, and any existing structures or improvements.



## **Keep in Mind; There's No Promise That You'll Be Able to Sell the Land**

Sellers of vacant land must know there are no guarantees of a successful sale. Selling land can be more challenging and uncertain than selling houses or other developed properties.

The potential pool of buyers for vacant land is smaller than that for houses. Finding the right buyer with a specific interest in the land's location, size, zoning, and potential use can take time.

## **Sell With a Realtor:**



### **Pay a 10% Fee, Which Means Less Money for You**

One of the primary downsides of working with a realtor is the commission they charge, which can be as high as 10% of the final sale price. It means that a significant portion of your hard-earned money will go towards paying the real estate agent's fee, reducing the amount you ultimately receive from the sale.

When you sell with a realtor, the 10% fee is deducted from the sale price before you receive your net proceeds. Consequently, you might end up with substantially less money than expected. The realtor's commission can be a significant obstacle to maximizing your profits.

## **Take Care of All the Costs Related to the Land Until It Gets Sold**

As a landowner, you are responsible for paying property taxes, even while the land is listed for sale. Property tax rates vary depending on the location and the assessed value of the land. These taxes can add up and become a significant expense, particularly if the property remains on the market for an extended period.

Maintaining the land in a presentable condition is crucial to attracting potential buyers. It might involve regular landscaping, clearing debris, and addressing potential hazards. Depending on the size and state of the land, maintenance costs can be substantial, accumulating until the property is sold.

## **Agents Don't Usually Help with Things Like Liens and Late Taxes**

A lien is a legal claim placed on a property by a creditor, typically as collateral for unpaid debts or obligations. Real estate agents may not directly handle the resolution of liens on the property. Instead, the seller's responsible for addressing any outstanding liens and clearing the title before completing the sale. If your property has liens, it's essential to work with the appropriate legal professionals or creditors to resolve these issues and ensure a smooth and clear title transfer.

In most cases, real estate agents do not handle the payment of late property taxes. As a property owner, you must ensure that all taxes are paid up to date before closing the sale. Delinquent taxes can complicate the selling process and may even deter potential buyers. Working with the appropriate tax authorities to settle outstanding taxes is essential to avoid complications during the sale.

## **They Mostly Deal with Houses, Thus, Little Interest in Selling Land**

Real estate agents often specialize in residential properties like houses and condos. While some may have experience with land sales, it may not be their primary area of expertise. Selling land requires different skills and marketing strategies than selling houses, as it appeals to a more niche market of potential buyers.

Realtors are well-versed in marketing residential properties, emphasizing features like the number of bedrooms, bathrooms, and other amenities. However, selling land involves showcasing its unique potential, such as location, development opportunities, or recreational possibilities. Not all realtors may have the marketing expertise to highlight these aspects of your land effectively.

## **Land Could Be Sitting Idle for Years**

The pool of potential land buyers is often smaller and more niche than residential properties. Land appeals to specific groups such as developers, investors, agricultural buyers, or those seeking recreational opportunities. Finding the right match between your land and a suitable buyer can take time.

The demand for land is influenced by economic conditions, market trends, and the property's location. If your land is in an area with limited development potential or facing economic challenges, attracting interested buyers might require more time.



## **Sell to a Land Investor:**

### **You'll Get a Fair Price for Your Land**

Land investors are experienced in handling land transactions efficiently. They often have the necessary resources and expertise to expedite the sale process, allowing you to complete the deal quickly and with minimal hassle. Working with a land investor can be the ideal choice if you're looking to sell your land promptly.

Land investors possess in-depth knowledge of the real estate market and factors that influence land values. They can accurately assess the potential of your property, considering factors such as location, zoning, development opportunities, and market trends. As a result, you can expect a fair price based on the true value of your land.

### **Fair Offers Which Will Save You Time**

Land investors are experienced professionals with streamlined processes designed to expedite transactions. They understand the importance of swift deals and are prepared to provide you with an offer promptly. By skipping lengthy negotiations and complicated financing steps, you can finalize the sale in a fraction of the time it might take with traditional buyers.

Land investors possess a deep understanding of land values and market trends. They can accurately assess the worth of your property based on various factors such as location, zoning regulations, development potential, and current market conditions. With this knowledge, you can trust that the offer you receive reflects the true fair market value of your land.



## **Zero Closing Fees, Commission, or Other Costs**

Closing costs can add significantly and take a substantial chunk out of your final proceeds when selling land through traditional methods. These costs typically include title insurance, escrow fees, attorney fees, and various administrative expenses. However, when you sell your land to an investor, they often pay closing costs, allowing you to keep the full amount offered without any deductions.

In traditional land sales, real estate agents usually charge a commission, typically a percentage of the final sale price. This commission can range from 5% to 6%, sometimes even higher. Selling to an investor means bypassing real estate agents and their commissions, ensuring the entire offer amount goes directly into your pocket.

## **They Handle Unpaid Taxes, Liens, and Other Costs**

If your land has delinquent property taxes, it can pose a significant obstacle to a successful sale. Investors understand the importance of resolving unpaid taxes before completing the transaction. As part of their due diligence, they will settle any outstanding taxes on the property, ensuring a clean and clear title transfer during the closing process.

Liens on a property can create complications during a sale, as they represent claims against the property by creditors or other entities. Investors are well-versed in handling such situations and will take steps to clear any liens or encumbrances attached to your land. By doing so, they ensure a smooth and unencumbered transfer of ownership.

## **Title Companies Help to Make the Sale Happen Fast and Safely**

One of the key responsibilities of a title company is to conduct a thorough title search and examination. This process involves reviewing public records to verify the property's ownership history, liens, encumbrances, and other claims against the land. Companies can identify issues affecting the property's title by performing a comprehensive title search and addressing them before the sale proceeds.

If any title defects or claims are discovered during the title examination, the title company works diligently to resolve these issues. They communicate with creditors, previous owners, or other relevant parties to clear up outstanding liens or encumbrances. Clearing title issues is crucial to ensuring a clean and marketable title for the buyer.

## **Partner With a Land Investor & Joint Venture**

### **Is Your Land Usable? Need Subdivision But Lack Time or Know-how?**

Land investors have a keen eye for recognizing the possibilities hidden within your property. Whether your land is suitable for residential, commercial, agricultural, or recreational development, they can assess its potential and devise a strategy to capitalize on its unique attributes.



Zoning compliance is crucial if your land can be subdivided for multiple uses. Land investors are well-versed in local regulations and can handle the complexities of obtaining necessary permits and approvals. By partnering with them, you can navigate the subdivision process with confidence.

Joint ventures with land investors often involve pooling financial resources. Investors can provide the necessary capital to fund development or improvements on your land, mitigating financial barriers that might have otherwise hindered your land's potential.

## **Working In a Joint Venture Means a Win-Win**

### **You Hold the Land**

By partnering with a land developer or investor, you can capitalize on their expertise in real estate development and market insights. They can help you identify the best use for your land, whether for residential, commercial, recreational, or agricultural purposes, ensuring you optimize its potential.

Joint ventures pool the resources and expertise of both parties involved. While you hold the land, the investor contributes financial resources and industry know-how to drive the project's success. This collaborative effort enhances the chances of creating a thriving venture.

### **We Do All the Work to Subdivide It, and We Fund It**

As seasoned land developers, we have extensive experience subdividing land for various purposes, such as residential, commercial, or agricultural use. Our team is well-versed in navigating the complex process of obtaining permits, complying with zoning regulations, and ensuring all legal requirements are met.

The financial aspect of land subdivision can be a significant barrier for many landowners. In this joint venture, we provide the necessary funding to cover all the costs associated with the subdivision process. It includes surveying, engineering, infrastructure development, and other expenses to transform your land into valuable subdivided lots.

### **We Sell off the Subdivision**

As experts in land development, we carefully plan the subdivision process to ensure the highest possible return on investment. Our team conducts thorough market research and analysis to determine the optimal lot sizes, layouts, and amenities to attract potential buyers and developers.

The subdivision process requires significant financial resources, from surveying and engineering to infrastructure development and legal fees. As your joint venture partner, we provide the necessary funding to cover all these costs, relieving you of the financial burden associated with subdivision.

### **We Profit Share Together**

As experienced land developers and investors, we bring valuable industry knowledge, resources, and connections to the joint venture. Our expertise allows us to identify the most profitable opportunities for your land and devise strategies for its successful development.

By partnering with us, you gain access to the financial resources needed to bring your land's potential to fruition. We provide the funding for land improvements, infrastructure development, marketing efforts, and other essential project components.





Our experienced team manages all aspects of the project, ensuring smooth and efficient execution. From handling legal processes to managing contractors and marketing the development, we work diligently to maximize the value of your land and generate positive returns.

### **Thus, Extracting the FULL Value of Your Land for You**

Land developers and investors possess a keen eye for recognizing the hidden potential within your property. Through extensive market research and analysis, they can identify the most lucrative use for your land for residential, commercial, or agricultural purposes. By leveraging their expertise, you can extract value from your land you might not have been aware of.

In a joint venture, a comprehensive development strategy is formulated to enhance the value of your land. This strategy includes infrastructure development, marketing plans, and financial projections to ensure a successful and profitable venture. Working together can create a roadmap for maximizing your land's worth.



# 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](mailto:doug@vacantlandman.com) or call us at (281) 466-3553.

You can also visit our website at [www.vacantlandman.com](http://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!

