

# The Savvy Land Seller's Guide

Navigating Land Sale With Confidence!



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# Foreword

In a world where opportunities often come knocking at our door, few things hold as much potential as selling a real estate asset like land. The prospect of selling land can be both exciting and daunting. It's a significant financial decision that can shape your future and provide growth opportunities, but it also comes with its share of risks and challenges.

This eBook explores the intricacies of selling your land, a process that demands careful consideration, informed decision-making, and a keen eye for detail. Whether you are a seasoned landowner or someone considering your first sale, the information within these pages empowers you to make informed choices, avoid common pitfalls, and secure the best possible deal.

When selling your land, we show you how to protect yourself from scams and unscrupulous practices. You'll learn to verify buyers, work with reliable real estate agents, and choose trustworthy land-buying companies. We emphasize not paying fees upfront, meeting buyers in person, and engaging title companies for a secure transaction.

Securing your land transaction goes beyond the initial steps. This eBook delves into title safety, covering title fraud, identity protection, and the importance of title insurance. Knowing the people you're dealing with is also essential.



When selling land directly to a buyer, we provide a list of important questions to ask. If you encounter obstacles, we offer guidance on wetlands, landlocked properties, tax sales, squatter liens, chain of title complications, encroachment, and probate matters.

We don't just offer advice on how to sell land; we explore different selling methods. Whether you choose "For Sale by Owner" (FSBO), working with a realtor, or selling to a professional land investor, we provide insights and considerations for each option. So, let's explore the world of land sales and embark on a journey toward securing your financial future - Your land, your future, your choice.



# How to Avoid Getting Scammed When Selling Your Land



## Check Out the Buyer.

Before entering into any agreement, conduct thorough research on the potential buyer. Examine their background, reputation in the real estate market, and financial capacity. Verify not only their identity but also their credentials such as is their business in good standing.. It's imperative to ensure that you are dealing with a genuine and qualified purchaser committed to a legitimate transaction.

## Pick a Good Real Estate Agent.

Choosing the right real estate agent is pivotal if you are going to seek a retail sale. Opt for an agent with a proven track record in selling land, coupled with extensive local knowledge. Request references from previous clients to assess the agent's reputation and reliability. An agent's expertise and familiarity with the area are indispensable for navigating the complexities of a successful land sale.





## Think About Selling to a Known Land-Buying Company.



Consider the option of selling to a reputable land-buying company. Conduct in-depth research into the company's reputation and level of transparency. Seek out online reviews and testimonials from other sellers who have engaged with the company. Opting for a known land-buying entity can provide an additional layer of security and confidence in the transaction.

## Don't Pay Fees Upfront.

Exercise caution when asked to pay fees upfront to potential buyers or agents. Legitimate parties typically earn their fees upon the successful completion of the transaction. Any request for upfront payments should be treated as a potential red flag for scams.

## Meet the Buyer.

Whenever possible, arrange a face-to-face meeting with the buyer in a safe and public location or via an online video conference call. This not only fosters a personal connection but also allows you to verify the buyer's identity, adding an extra layer of assurance to the transaction.





## Make Sure to use Escrow Payment.

Opt for secure payment methods such as wire transfers or cashier's checks and ensure this is done via escrow with a 3rd party like your title company. Before transferring the land deed, confirm the legitimacy of payments with your bank or financial institution. Verifying the payment ensures that you are protected against fraudulent transactions.



## Use a Title Company.

Engage the services of a reputable title company to facilitate a secure and transparent transaction. Title companies handle crucial aspects such as title transfers, escrow, and due diligence, providing an additional layer of protection and ensuring that the transaction adheres to legal and regulatory standards.



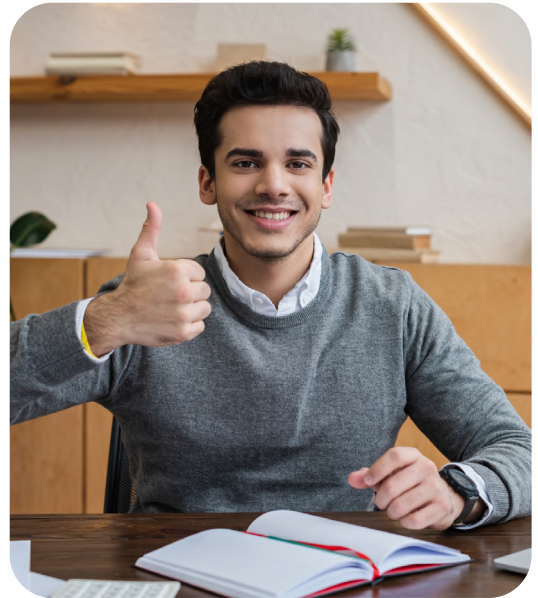
## Watch Out for Pushy Tactics.

Be vigilant against aggressive or pushy tactics that may rush the transaction. Take the necessary time to thoroughly evaluate the offer and terms, and don't succumb to pressure. A legitimate buyer will understand the importance of a thoughtful and thorough process.



## Get Everything in Writing.

To establish a clear and legally binding framework, ensure that all agreements and terms are documented in writing. This includes the sales contract, payment agreements, and any other pertinent details. Having everything in writing provides protection and clarity for both parties involved in the transaction.



## Keep Your Info Safe.

Safeguard sensitive information such as Social Security numbers and bank details. Share this information only with trusted parties directly involved in the transaction, and be wary of any requests for unnecessary personal data.

## Ask a Real Estate Attorney for Advice.

Seek the guidance of a qualified real estate attorney. They can provide legal advice, navigate potential legal issues, and ensure that the transaction follows established legal protocols. Having a legal expert on your side adds an extra layer of assurance and protection throughout the selling process.





# How to Ensure Your Title Is Safe and Secure When Transacting

## Understand Title Fraud.

Recognize that title fraud is a genuine concern in real estate transactions. It occurs when someone forges your identity to sell your property without your knowledge. Protect yourself by remaining vigilant and regularly monitoring your property's title for any irregularities.

## Protect Your Identity:

### Be Careful Sharing Personal Info.

Exercise caution when sharing personal information, such as Social Security numbers and financial data. Only provide such details when absolutely necessary, and be particularly careful when dealing with individuals or organizations that haven't earned your complete trust.

### Tear Up Personal Papers Before Trashing Them.

Reduce the risk of identity theft through dumpster diving by shredding or destroying personal papers and documents containing sensitive information pertaining to your property before discarding them. This simple yet effective practice adds an extra layer of protection.





## **Pick Up Your Mail Regularly.**

Collect your mail consistently to prevent unauthorized access to important documents like your property tax or insurance documents. Unattended mail can serve as a source of information for potential fraudsters, making regular mail retrieval an important aspect of protecting your property-related documents.

## **Inform The County and Post Office of Your New Address When You Move.**

During a move, promptly inform the county property appraiser and tax assessor, as well as the post office of your address change to redirect your mail. This ensures that crucial documents related to your property are sent to the correct location, minimizing the risk of them falling into the wrong hands.

## **Get Title Insurance.**

Consider obtaining title insurance to protect against potential title defects, liens, or title fraud. This type of insurance provides financial security and peace of mind throughout real estate transactions, offering a safeguard against unforeseen issues.

## **Know the People You're Dealing With.**

Thoroughly vet the individuals and organizations involved in your transactions. Check their credentials, references, and track record in real estate transactions. Establishing trust with reputable partners significantly reduces the likelihood of encountering fraudulent activities during the course of the transaction.



# What to Ask When You Are Selling Land Directly to a Land Buyer?



## Do You Require Financing?

It's crucial to begin by asking the buyer about their financing plans. Understanding whether they intend to pay in cash or require financing is fundamental. If the buyer seeks financing, you can inquire further about their pre-approval status and loan terms. This information is vital for gauging their financial capability and ensuring the transaction proceeds smoothly. It allows you to assess whether the buyer is well-prepared and can secure the necessary funds to complete the purchase.

## How Quickly Are You Looking to Close the Deal?

The timeline for closing the deal affects your planning and expectations. You gain insights into their urgency and flexibility by asking the buyer about their preferred time frame. Some buyers may be looking for a swift transaction, while others might have a more relaxed schedule. This information helps align your expectations and allows you to make necessary arrangements to accommodate their timeline or negotiate accordingly.



## What Is Your Intended Use for the Land?



Understanding the buyer's intended use for the land is crucial for both parties. It can greatly influence the negotiation process and your decision-making. By asking this question, you can clarify whether the buyer plans to use the land for development, agriculture, recreation, or other purposes. This knowledge is essential for evaluating the suitability of your property for their specific needs and can help guide the negotiation and pricing discussions.

## What Are Your Non-Negotiables or Deal-Breakers?

It is important to inquire about any non-negotiable terms or deal-breakers the buyer might have to ensure a successful and efficient negotiation process. This question helps identify potential obstacles early in the conversation. Whether it's specific zoning requirements, access to utilities, or environmental considerations, understanding the buyer's priorities and limitations allows you to tailor the negotiation to accommodate their needs and avoid unnecessary conflicts.





## **Are You Interested in Seeing the Property Firsthand?**

Some buyers prefer to conduct an on-site inspection before finalizing the deal. By asking if the buyer intends to visit the property in person, you can ensure that both parties are aligned on the expectations and conditions of the sale. This information also helps you prepare for a property tour if necessary. It ensures the buyer understands the land's condition and features before purchasing.

## **Have You Been Considering Other Properties?**

It's essential to understand the buyer's level of commitment and the competitive landscape. By inquiring whether they are actively exploring other land options, you can gauge their level of interest in your property. This information helps you tailor your negotiation strategy based on their intentions, whether they are primarily focused on your land or considering multiple options. It also provides insights into the buyer's motivations and priorities.

## **What Attracted You to This Specific Location?**

Understanding what drew the buyer to your property's location can provide valuable insights into their motivations and preferences. By asking about their reasons for choosing your land, you can tailor your approach to highlight relevant features or address any concerns. This information helps create a more personalized and effective negotiation strategy that resonates with the buyer's interests, ultimately increasing the chances of a successful transaction.





# Problems That Can Block Your Land Sale:

## Wetlands and Flood Zones

If your land is in a wetland or flood zone, selling can be challenging, as it may restrict development and land use. The increased risk of flooding or the limited building possibilities might deter buyers. You may need to get a wetlands delineation report and survey done to help buyers understand what can and can't be done on the property.

## Landlocked Properties

Landlocked properties lack legal access, making them less attractive to buyers. Easement negotiations or legal remedies may be necessary to make the land accessible and marketable. Contact your neighbors to discuss gaining legal access to your property for a better sale.





## Upcoming Tax Sales

If your land has unpaid property taxes, it may be at risk of a tax sale, which can complicate the sale process. Clearing tax issues and settling outstanding payments is crucial before selling the land. Call your County tax appraiser and check on back taxes and any amounts owing.

## Liens from Squatters or Rubbish

Squatters or illegal occupants can leave a mess in their wake, and this can often end up in the City putting a nuisance lien on your property, complicating the sale. Cleaning up the land and addressing legal claims is necessary to make it marketable.







## Chain of Title Complications

Issues in the chain of title, such as missing or disputed property records, can hinder a sale. Resolving title discrepancies and ensuring a clean title is essential for a smooth transaction. Often, a land buyer can help you with this, as can a reputable title company.

## Encroachment

Encroachment occurs when neighboring properties have structures or boundaries that overlap with your land. Thus, addressing encroachment issues and potentially negotiating property line adjustments is necessary before selling. You'll need a survey and map completed and open up clear communication with your neighbor.

## Probate

Probate proceedings may be required if the land is part of an estate or has unclear inheritance status. Resolving probate matters and ensuring a clear legal path for the sale is crucial. Whilst probates can be time-consuming and costly, they are 100% needed if you wish to sell the property. A land buyer can assist you with this.



# How Can You Sell Your Land?



## Sell By Yourself (FSBO):

### Set a Budget

Prepare a budget for promoting your land. While FSBO can save on agent commissions, costs such as advertising on websites or in local publications will generate more traffic and help people find your property.

### Be Detailed to Avoid Expensive Errors.

Provide comprehensive and accurate information about your land. Detailed descriptions, including size, boundaries, topography, and unique features, will attract serious buyers and prevent misunderstandings.

### Get Ready for Things Like Taking Photos and Putting Up Signs.

High-quality photos of your land are essential to create appealing listings. Additionally, installing “For Sale” signs on the property can attract local buyers.

### Work With a Title Company for a Secure Sale.

Collaborating with a reputable title company is crucial for securing legally sound transactions. They can handle the title search, escrow, and transfer of funds, ensuring a smooth closing process.





### **Expect Many Questions from Interested Buyers.**

Be prepared to answer numerous inquiries from potential buyers. Providing timely and accurate information is essential in building trust and facilitating the sale.

### **Remember, a Sale Isn't Guaranteed.**

Selling FSBO doesn't guarantee a quick or successful sale. The real estate market can be competitive and unpredictable. It's important to be patient and realistic about your expectations.



# Sell With a Realtor:

## Remember: A 10% Commission Might Affect Your Earnings.

Real estate agents typically charge a commission on the sale, which can be around 10% of the final sale price. It can impact your overall earnings from the sale. It's essential to factor this cost into your financial planning and price your land accordingly to ensure you achieve the desired profit.



## Finding An Agent Skilled in Land Sales Can Be Tough.

Not all real estate agents specialize in land sales. Finding an agent with experience selling land can be challenging, but it's essential for a successful transaction. You'll need a real estate agent who understands zoning regulations, environmental considerations, and the unique factors that affect land values.





## **You'll Cover Land Expenses Until the Sale is Completed.**

When selling land with a realtor, it's crucial to understand that you, as the seller, remain responsible for ongoing land-related expenses until the sale is finalized. These expenses can include property taxes, utilities, maintenance, and any other costs associated with the land. These financial responsibilities continue until the property changes ownership.



## **Agents Might Not Help with Unpaid Taxes or Legal Issues.**

Real estate agents typically focus on marketing and facilitating the sale of the property. They are not legal or tax professionals. As such, they may not be responsible for resolving unpaid property taxes or legal issues that may arise during the sale. It's essential to understand that these matters often fall outside the scope of their services.

## **Some Agents Prefer House Sales Over Land, Affecting Their Enthusiasm.**

Real estate agents may have personal preferences and areas of specialization within the real estate market. Some agents may lean towards selling houses due to higher commissions and greater demand for residential properties.





This preference can impact their enthusiasm and dedication when working on land sales. An agent not enthusiastic about land transactions may allocate less time and effort to marketing your property or proactively seeking buyers.

## **Land Sale Will Not Come Easy**

It's important to understand that selling land can be time-consuming, especially through a realtor. Real estate agents often list the property on the Multiple Listing Service (MLS) without extensive marketing efforts, potentially leading to a slow sale.

Land may sit on the market for extended periods without attracting significant attention. It could take months or even years to secure a buyer, during which time you won't have immediate access to the cash value of the land.







# **If You Are Struggling to Sell Your Land, Sell to a Professional Land Investor:**

**Expect a Fair Cash Offer for Your Land.**

Professional land investors are known for providing fair cash offers for your land. Their expertise in the land market enables them to evaluate your property's worth accurately, ensuring you receive a competitive and equitable offer. It can be particularly appealing if you seek a straightforward sale without the complexities of traditional negotiations.

## **Skip the Closing Costs, Commissions, and Extra Fees.**

Selling to a land investor often eliminates the customary closing costs and commissions of real estate agents. As a result, you can retain a more significant portion of the sale proceeds, maximizing your financial benefit from the transaction. This cost-saving advantage can be crucial, especially when struggling to find a buyer through traditional channels.



## **Investors Take Care of Unpaid Taxes, Liens, And Related Issues.**

Professional land investors handle land-related issues, including unpaid property taxes, existing liens, or other legal matters. They possess the resources and experience to address and resolve these challenges on your behalf efficiently. By entrusting these complex issues to the investor, you can streamline the sale process and mitigate potential roadblocks.

## **Title Companies Speed Up and Secure the Transaction.**

Land investors typically collaborate with title companies that are well-versed in facilitating land transactions. These experienced title professionals expedite the process while ensuring the security and legality of the transaction. With the involvement of such title companies, you gain peace of mind that the sale progresses smoothly and is protected from potential pitfalls.

## **The Investor Deals with the Tough Parts of the Sale on Your Behalf.**

Selling land can involve intricate and time-consuming tasks, from conducting due diligence to addressing legal and property-related complexities. When you choose to sell to a professional land investor, they assume the responsibility of handling these challenging aspects. It simplifies the process and allows you to complete the sale more efficiently and with reduced stress. The investor's expertise ensures you can navigate the complexities of land transactions without becoming overwhelmed.







**Solid Ground  
Land**



# Meet Chris, Owner of Solid Ground Land

In 2020, my wife and I founded our real estate company. Since then, we have developed a clear mission: to assist vacant landowners in securing fair, swift deals, allowing them to walk away with cash in hand. We're not just any business; we're a family-owned American venture that understands the essence of hard work.

We're your neighbors, deeply rooted in the community, not a faceless, global conglomerate. Nestled in the Ozarks, our family calls a 40-acre farm home. Alongside our two children, we share our space with five dogs, three cats, and a lively flock of sheep. We're here, on the ground, ready to work with you.



**Solid Ground  
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# How Solid Ground Land Can Help You

## How We Work with Sellers

No matter the condition or type, we're here to buy your land as-is, offering you a hassle-free process and a fair deal.



### Experience All Our Valuable Benefits

#### Enhancing Your Experience

- ✔ **Fast & Fair Offer:** Receive a fair cash offer based on your land's true value.
- ✔ **Top-Notch Service:** We're professional, transparent, and fast.
- ✔ **People Over Profit:** Our core belief is valuing individuals over transactions.

#### Eliminating Selling Obstacles

- ✔ **No Extra Work:** Leave the heavy lifting to us. We handle all the paperwork.
- ✔ **No Extra Costs:** We cover taxes and closing costs, and there are no commissions.
- ✔ **Fast Sales:** We buy directly, so no waiting months or years for a sale.





Our biggest guarantee is to handle the paperwork and get you the cash. We also guarantee:

- ✔ simple and straightforward process. We are your end buyer, so no middleman is involved.
- ✔ We pay all closing costs, so you walk away with the cash price we agreed upon. There are no fees or commissions payable by you, the seller.
- ✔ We work with a local closing company you can trust so your property transaction will be done safely, securely, and legally, with peace of mind.
- ✔ We do our best to communicate clearly and answer any questions you have throughout the process. You can email or call us anytime for any questions whatsoever.



# How to Contact Us

We're here to help and answer any questions that you might have about your land. Get in touch with us using the following methods:

Phone: **(256) 448-3714**

Email: **[offers@solidground.land](mailto:offers@solidground.land)**

Website: **[www.solidground.land](http://www.solidground.land)**

## ALABAMA

### Solid Ground Land

#1104

7830 Highway 72 STE 100

Madison, AL 35758

Phone#: **(256) 448-3714**

## TENNESSEE

### Solid Ground Land

808 Chestnut St #1226

Chattanooga, TN 37402

Phone#: **(423) 616-9399**

## ARKANSAS

### Solid Ground Land

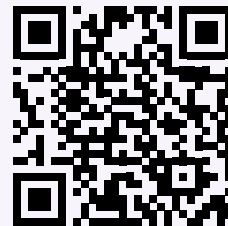
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Scan the QR code below to navigate to  
Solid Ground Land's Website



Thank you for choosing Solid Ground Land. We look forward to  
working with you!

