



Turn Dirt Into Dollars

**Solve Your Land Problems And Sell
Your Land Like A Pro!**

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Share The Land

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Table of Contents

Foreword	4
What Land Issues Might Hinder a Smooth Land Sale	6
Encroachment Issues	6
Inheritance And Probate Hurdles	6
Ownership Discrepancies	7
Environmental Restrictions	7
Access Issues with Landlocked Land	7
Easement Entanglements	8
The Cash from Selling Your Land Can Help	9
Debt Reduction and Credit Improvement	9
Creating a Financial Safety Net	9
Exploring Better Investment Opportunities	10
Enhancing Your Living Conditions	10
Three Ways to Sell Your Vacant Land	11
For Sale by Owner (FSBO) Approach:	11
Selling Through a Realtor:	13
Selling to a Professional Land Investor:	16
Meet the Share the Land Team	18
How Share the Land Can Help You	19
How we work with sellers	19
How to contact us	20

Foreword

Navigating the complex landscape of land sales can be as daunting as the terrain. Landowners face many challenges that can deter the sale process, ranging from legal intricacies to environmental restrictions. This book is designed to equip you with the comprehensive knowledge and tools to overcome these hurdles and successfully sell your land. It addresses common impediments such as encroachment issues, inheritance complications, and the unique challenges of landlocked properties or those with easements. Additionally, the guide delves into the financial liberation that selling your land can bring, discussing how the proceeds can enhance your financial health, provide for your family's needs, or reinvest in more lucrative opportunities.

Structured to guide you through various selling strategies—from listing the land yourself to utilizing realtors or engaging with professional investors—this resource outlines the benefits and considerations of each approach to help you make informed decisions. Moreover, it provides practical advice on preparing your land for sale, marketing effectively, and navigating the closing process to ensure a smooth transaction.

As you journey through the pages, you will gain insights into the “how” and the “why” of selling land. Whether you're looking to resolve financial burdens, capitalize on investment opportunities, or simply change your living situation, the information within serves as a blueprint for achieving your objectives by selling your land.



This guide also introduces you to Share The Land, a dedicated partner in the land sale process. With our core values and commitment to assisting sellers, Share The Land stands ready to help you navigate the complexities of the real estate market. We aim to facilitate transactions and ensure that each sale aligns with our client's financial and personal goals.

Embark on this journey with confidence, equipped with the knowledge and strategies needed to transform challenges into successful sales and, ultimately, to forge a path toward financial freedom and fulfillment.

What Land Issues Might Hinder a Smooth Land Sale

Encroachment Issues

Encroachment issues occur when a neighbor's property or belongings extend onto your land, including structures, fences, or vegetation. It creates physical boundary issues, leading to legal disputes that complicate the sale process. To address encroachment, it's necessary to conduct a thorough survey to establish definitive property lines. Depending on the situation, it may be resolved through negotiation with the neighbor to remove or adjust the encroaching elements or, if needed, through legal action to enforce property boundaries.

Inheritance And Probate Hurdles

The process of inheriting land can be bogged down by the probate process, where the deceased's estate is settled. It can delay the availability of the land for sale due to legal complexities, documentation verification, and potential disputes among heirs. Resolving these issues often requires the assistance of an attorney specializing in estate planning or probate law to navigate the court procedures and ensure that all claims to the property are legally settled before they go on the market.

Ownership Discrepancies

Disputes over who legally owns the land can arise from unclear or contested wills, forgotten or mismanaged property deeds, or claims from previous owners. These discrepancies must be cleared before the land can be sold, as they pose a significant risk to buyers. Resolving these disputes typically involves legal proceedings or mediation to determine rightful ownership and may require updating or correcting land records to reflect the current status accurately.

Environmental Restrictions

Properties in environmentally sensitive areas, such as flood zones, wetlands, or harsh climates like deserts, often face additional regulatory scrutiny and restrictions that can deter buyers. These locations may require special insurance, have limited development potential, or carry higher maintenance costs, making them less appealing. Effective marketing of such properties should focus on their unique features and potential benefits while communicating any restrictions and how they can be managed.

Access Issues with Landlocked Land

Landlocked properties that lack direct access to public roads are less appealing because they pose significant challenges for development and use. The absence of access can restrict building permits, utility services, emergency services, and overall ease of entry, making the property less marketable. Obtaining an easement through neighboring properties is a common solution, though this involves negotiating with neighboring landowners for the right of way.



Easement Entanglements

Easements granting others the right to use part of your property, such as for access roads, utilities, or drainage, can reduce its value and complicate the selling process. Buyers might be wary of purchasing land with such legal commitments. To handle these issues, it may be necessary to renegotiate the terms of the easement or seek to have it removed if possible. Providing clear, legal documentation on the easement's terms and conditions can also help reassure potential buyers about their commitment.



The Cash from Selling Your Land Can Help

Debt Reduction and Credit Improvement

Selling your land offers a significant opportunity to achieve financial relief by using the proceeds to pay off existing debts. It can include credit card balances, car loans, or a mortgage. Clearing these debts reduces your financial burden and potentially improves your credit score, making qualifying for better rates on future loans or credit lines easier. A healthier credit score enhances financial flexibility and opens new possibilities for securing favorable financial products.

Creating a Financial Safety Net

Turning idle land into cash can significantly enhance your bank balance, acting as a financial safety net for unexpected expenses. Life is unpredictable—sudden medical bills, emergency home repairs, or unplanned educational expenses can arise without warning. Having readily available cash means you can handle these surprises without the stress of finding funds at the last minute. This liquidity also allows you to manage these situations without accumulating debt, keeping your financial health intact.

Exploring Better Investment Opportunities

Selling vacant land releases capital that can be redirected into more lucrative investment avenues. While land can appreciate over time, it typically offers no immediate returns unless developed or leased. You can actively work on growing your wealth by reallocating the proceeds into higher-yield investments such as stocks, bonds, real estate properties with income potential, or business opportunities. These options often offer greater liquidity and the potential for higher returns, making them an attractive alternative to holding undeveloped land.

Enhancing Your Living Conditions

The proceeds from selling your land can be a game-changer for improving your living situation. It might involve renovating your current home to better meet your family's needs and enhance its value or even purchasing a new home that more closely aligns with your lifestyle preferences and requirements. Investing in your living space not only improves your quality of life but can also be a wise financial investment, potentially increasing the value of your property in the long run. It lets you enjoy the immediate benefits of a more suitable and comfortable home while securing your financial future.

Three Ways to Sell Your Vacant Land

For Sale by Owner (FSBO) Approach:

Allocate A Specific Budget for Advertising and Showcasing Your Land to Attract Buyers.

When selling your land using the FSBO method, it's crucial to allocate a budget specifically for advertising. It can include online listings on real estate platforms, social media ads, local newspapers, and even specialized real estate magazines. Showcasing your land effectively may also involve hiring professionals for aerial photography or creating virtual tours highlighting the land's best features. A well-planned advertising strategy helps reach a wider audience and increases your chances of attracting potential buyers.

Pay Close Attention to Every Detail. Small Errors Can Lead to Big Problems or Lost Sales.

Accuracy in every aspect of your listing is vital. It includes the details of the land's size, zoning, access rights, and any unique features or potential restrictions. Small errors or omissions can lead to misunderstandings with potential buyers, disputes, and possibly even legal issues, all of which can derail a sale. Double-check all information, ensure compliance with local property regulations, and present everything transparently to maintain credibility and attract serious buyers.

Anticipate Putting in Effort for Tasks Such as Taking High-Quality Photos and Setting Up Signs.

Selling land requires proactive efforts in presentation and marketing. High-quality photos that accurately represent the property's features are essential; consider professional photography, especially if the land has unique attributes or scenic views. Additionally, setting up signs on the property can help attract local interest and direct potential buyers to the site for viewing. These tasks, though they require time and investment, are crucial for making a positive impression on the market.

Work With a Reputable Title Company to Guarantee a Secure and Lawful Sale Process.

Working with a reputable title company is advisable to ensure the sale process is secure and conforms to legal standards. The title company will handle the essential tasks of performing a title search, ensuring there are no outstanding liens or disputes, and managing the closing paperwork. It helps provide both seller and buyer peace of mind and smoothens the transaction process, making it faster and more efficient.

Be Ready to Respond to Many Questions from Interested Buyers Efficiently and Accurately.

Potential buyers will likely have many questions regarding the property, ranging from inquiries about zoning restrictions to development potential and existing utilities. Be prepared to provide detailed and accurate responses promptly. Having in-depth knowledge of your property and being ready to address all concerns will enhance buyer confidence and help in moving closer to a sale.

Be Aware That Despite Your Efforts, Securing A Sale Is Not Guaranteed.

Even with the best efforts in marketing and presentation, there is no guarantee of a quick sale when it comes to land. The market for vacant land can be less fluid than for residential or commercial properties, influenced by factors such as location, market conditions, and the specific attributes of the land. Patience is essential, and preparing for a potentially prolonged selling process will help manage expectations and planning.



Selling Through a Realtor:

Remember that A 10% Commission Can Impact Your Final Profit from The Land Sale.

When you sell your land through a realtor, typically, a commission of around 10% is charged. This fee is generally higher than what might be charged for residential properties due to the specialized nature of land sales and the potentially smaller buyer pool. It's important to factor this into your financial calculations from the outset. Understanding how much of the sale price will be taken as commission will help you set realistic price expectations and assess whether the convenience of using a realtor justifies the expense.

It Might Be Tough to Find an Agent with Expertise in Land Sales, Which Is Crucial for A Successful Transaction.

Finding a realtor specializing in land sales is crucial, as they will have the specific market knowledge and skills required to market and sell your property effectively. However, such specialists can be rare. Agents with experience in land sales will better understand the nuances of such transactions, including how to value the land correctly, which marketing strategies are most effective, and how to navigate zoning and usage restrictions. Spend time researching and interviewing potential agents to ensure they have a proven track record with land.

You'll Need to Cover All Costs Associated with The Land, Such as Maintenance and Taxes Until the Deal Closes.

While your land is on the market, you are still responsible for its upkeep and associated costs, such as property taxes and maintenance expenses like mowing or securing the property. These costs can add up over time, especially if the land takes longer to sell. Budgeting for these expenses during the sales process is crucial as they will impact your overall financial return from the sale.

Realtors Might Not Provide Help with Complex Issues, Including Outstanding Taxes or Legal Hurdles.

Realtors are excellent resources for facilitating the sale process and negotiating with potential buyers, but they typically do not handle legal or tax-related issues associated with your land. For complex problems such as outstanding taxes, liens, or disputed ownership, it's wise to consult with legal and tax professionals. These experts can address and resolve such matters before they become stumbling blocks in selling.



Agents Might Prioritize Selling Houses Over Land, Possibly Due To Greater Familiarity Or The Potential For Higher Profits.

Realtors might prioritize residential property sales over land due to the generally quicker turnover and higher profit margins associated with homes. It can sometimes mean less focus and fewer resources dedicated to marketing your land. When selecting a realtor, discuss their experience and success in land sales specifically, and ensure they are motivated and committed to giving your property the attention it deserves.

Be Prepared for The Possibility That Selling Your Land Could Take Some Time Without Immediate Results.

Selling land can be a lengthy process, influenced by various factors such as market conditions, the property's location, and its characteristics. Unlike residential properties, where demand is consistently higher, vacant land can take longer to sell. Prepare mentally and financially for this possibility by setting realistic expectations about the time frame for sale and maintaining flexibility in your financial planning to accommodate this.



Selling to a Professional Land Investor:

You Can Expect a Fast and Fair Cash Offer for Your Land.

When you choose to sell your land to a professional land investor, one of the key advantages is the speed of the offer. Investors typically have the capital ready and can make a prompt, all-cash offer. It eliminates the usual delays associated with traditional financing and can be especially beneficial if you need to sell quickly. While the offer might be slightly below market value, it is often fair considering the speed and certainty it brings to the transaction. Evaluating how the quick sale aligns with your financial needs and goals is important.

You Will Skip the Closing Costs, Commissions, And Extra Expenses.

Selling your land to an investor means you can avoid many of the typical selling costs. Investors usually handle all closing costs and do not require you to pay a commission, which is common in sales involving real estate agents. It simplifies the transaction and ensures you retain more of the selling price. Eliminating these extra expenses can significantly affect the net amount you receive from the sale.

Investors Take Care of Any Outstanding Taxes, Liens, Or Legal Issues.

A major advantage of selling to an investor is that they often deal with existing complications such as unpaid taxes, liens, or other legal encumbrances. Investors are experienced in resolving these issues and typically absorb the costs and responsibilities involved, which means less hassle and no out-of-pocket expenses for you as the seller. It can provide a clean break from the property and free it from legacy issues.

Title Companies handle the Sale to Ensure a Smooth and Safe Transaction.

Professional investors work closely with title companies to ensure the sale is handled legally and efficiently. The title company plays a crucial role in conducting thorough searches to confirm no undisclosed liens, settling any outstanding issues, and facilitating the transfer of ownership. It adds a layer of security to the transaction, ensuring that all legal bases are covered and the sale proceeds smoothly without unforeseen complications.

The Investor Handles the Complexities, Making the Sale Straightforward For You.

Investors are typically well-versed in handling the complexities of land sales, which means they take on the bulk of the work involved in the transaction. From initial assessment and handling legal paperwork to managing closing procedures, the investor takes care of the details, making the sale process straightforward and stress-free for you. This hands-off approach is highly beneficial if you prefer a transaction that requires minimal involvement and yields fast results.



Meet the Share the Land Team

Welcome to Share The Land LLC, where our mission goes beyond mere transactions - we're about sharing creative solutions. Founded on the principle of addressing real challenges faced by landowners and sharing the collective wisdom of how to solve them. Our vision is anchored in the belief that by helping landowners navigate the complexities of selling land, we can unlock ways to financial security for them so they can share more of what the land sale can do for them and their family.

How Share the Land Can Help You

How we work with sellers

We understand that every landowner's situation is unique, with its own set of hurdles. That's why we approach each case with a problem-solving mindset, aiming to deliver custom solutions. We buy any land as-is for a fair amount of cash and we always go above and beyond to help

What you can expect:



Zero Fees Guarantee

We promise you won't find a faster and fairer solution. We make it simple to exit your land without any fees.



Safe Closing Guarantee

The closing process is all handled by a registered closing agent who handles the closing and transfer of funds from escrow straight to you.



Expenses Paid Guarantee

Any liens or back taxes are wiped clean for you during this process and you pay...NOTHING!



Keep In Touch Guarantee

We will keep in touch with you during the entire process, so you will not be left in the dark.

How to contact us



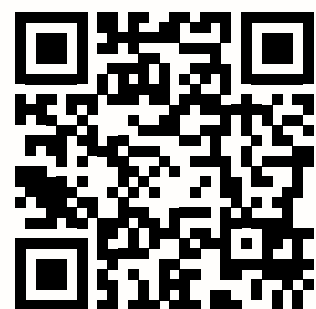
We are dedicated to providing the best support possible for you. If you have any questions, concerns, or need assistance about your land, here are several ways to contact us:

Phone: You can reach us by calling **(772) 202-2065**. Our dedicated support team is available during business hours to assist you.

Email: You can also reach us via email at **info@sharetheland.com**. Feel free to drop us a line anytime, and we'll respond promptly.

Website Contact Form: Use the contact form on our website at **www.sharetheland.com** to send us a message directly. Make sure to provide your name, phone, email address, property details, and your message, and we'll get back to you as soon as possible.

Social Media: Connect with us on social media to stay updated on the latest news, promotions, and events:



We look forward to working with you!

Scan the QR code above to visit the website