

# The Winning Land Seller

Master The Art Of Selling Land And  
Solving Land Issues



**Norm Lee @ Land Solution Pros**

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# Foreword

Whether you're a seasoned property owner or dipping your toes into the real estate market for the first time, this eBook provides invaluable insights and practical advice on navigating the complexities of selling land.

Selling land can be a daunting task, fraught with challenges and uncertainties. From legal intricacies to market fluctuations, there's a lot to consider. However, armed with the proper knowledge and resources, you can maximize your chances of a successful sale and achieve your desired outcome.

In these pages, you'll find a wealth of information to guide you through every step of the process. From exploring different selling methods, such as selling by yourself or through a realtor, to addressing common issues that may arise, we've got you covered. Whether you're facing title disputes, access problems, or tax liens, we offer practical solutions to help you overcome these obstacles and confidently move forward.

One of the most valuable sections of this eBook discusses the option of selling your land to a land investor. This alternative presents a fast and hassle-free way to liquidate your property without the complexities and delays often associated with traditional sales methods. We delve into the benefits of this approach and explain how it can streamline the selling process while ensuring a fair and equitable outcome for all parties involved.

Furthermore, we shed light on the importance of addressing tax obligations and liens, emphasizing the potential consequences of neglecting these financial responsibilities. By highlighting the repercussions of unpaid taxes and liens, we underscore the urgency of resolving these matters promptly to safeguard your financial well-being and prevent legal complications.

As you embark on your journey to sell your land, we invite you to meet the Owner from Land Solution Pros and discover how our team can provide expert guidance and support at every step. With a commitment to our values and a personalized approach to working with sellers, we strive to make the selling process as smooth and stress-free as possible.

In closing, we hope that this eBook serves as a valuable resource on your path to selling your land. Whether you're looking to maximize profits, expedite the sale, or simply navigate the process quickly, we trust that the insights within these pages will empower you to achieve your goals and make informed decisions. Happy selling!





# How Can You Sell Your Land

## Sell Land by Yourself (FSBO)

**You're In Charge of Selling Your Place by Yourself.**

Selling your land by yourself, also known as For Sale By Owner (FSBO), places you squarely in the driver's seat of the selling process. Unlike traditional real estate transactions, where an agent handles most aspects, in FSBO, you have the autonomy to make decisions every step of the way.

From setting the listing price to negotiating terms with potential buyers, you have complete control over how your property is marketed and sold. While this level of independence can be empowering, it also means taking on additional responsibilities and ensuring that every detail is managed effectively to achieve a successful sale.

## **You Need to Spend Money on Land Improvements and Marketing to Attract Buyers.**

Investing in both land improvements and marketing efforts is crucial to attracting potential buyers and maximizing the value of your land. Enhancing the appeal of your property through landscaping, clearing brush, or making infrastructure improvements can significantly increase its perceived value and attract more interested parties.

Additionally, allocating funds for marketing initiatives such as professional photography, targeted online advertising, and signage can help showcase your land's potential to a broader audience. While these expenses may seem daunting, they are essential to ensuring your property stands out in a competitive market and ultimately commands a higher selling price.

## **You'll Need Drone & Photo Images and Put Up "For Sale" Signs.**

One critical component of effectively marketing your land is showcasing it visually to potential buyers. This involves obtaining high-quality photographs from ground-level and aerial perspectives to highlight the property's unique features and surrounding landscape. Professional photography captures the essence of your land and helps prospective buyers envision its potential uses and value.

Additionally, placing eye-catching "For Sale" signs on the property can attract local interest and generate inquiries from passersby. By leveraging visual imagery and physical signage, you can increase visibility and generate interest in your land among potential buyers.



## **It's Important to Work with A Title Company That Handles the Paperwork.**

While selling land by yourself affords you greater control over the selling process, it's essential to enlist the services of a reputable title company to handle the legal and paperwork aspects of the transaction. A title company will ensure that all necessary documents, including deeds, contracts, and title transfers, are prepared accurately and in compliance with local regulations.

Moreover, they will conduct thorough title searches to identify any liens, encumbrances, or legal issues that may affect the sale of your land. By working with a trusted title company, you can streamline the closing process and mitigate the risk of potential legal complications, ensuring a smooth and hassle-free transaction for you and the buyer.

## **Get Ready to Talk and Negotiate with Many People Interested in Buying.**

As the owner selling your land independently, be prepared to communicate extensively and negotiate with potential buyers. From responding to inquiries and scheduling property viewings to negotiating terms and counteroffers, practical communication skills are paramount in facilitating a successful sale.

Be prepared to address questions and concerns from prospective buyers, provide accurate information about the property, and advocate for your desired terms and conditions. While negotiation can sometimes be challenging, approaching discussions with openness, flexibility, and a willingness to find common ground can lead to mutually beneficial outcomes for both parties involved.

## **Remember, Selling Isn't a Sure Thing and Can Take Months.**

It's essential to approach selling your land with realistic expectations and patience, as the timeline for a successful sale can vary significantly. While some properties may attract buyers quickly and close within a matter of weeks, others may take months or even longer to find the right buyer and finalize the transaction. Factors such as market conditions, location, property size, and pricing can all influence the speed and success of the sale.

Therefore, it's crucial to remain flexible and proactive throughout the selling process, adjusting your strategies to adapt to changing circumstances and market dynamics. By understanding that selling land is not always a quick or guaranteed process, you can better prepare yourself for the journey ahead and persevere until you achieve your desired outcome.

## **Sell Land with A Realtor Or via the MLS**

### **You'll Cover All Property Expenses Until the Sale Is Finalized.**

When you opt to sell your land with a realtor or through the MLS, you are typically responsible for covering all expenses associated with the property until the sale is completed. It includes ongoing property taxes, insurance, maintenance, and necessary repairs or improvements.



Additionally, you may incur expenses related to marketing efforts, such as professional photography, staging, and advertising fees. Budgeting accordingly and factoring these expenses into your overall selling strategy to avoid financial strain during the selling process is essential.

### **Realtors Often Won't Assist with Issues Like Liens, Unpaid Taxes, Access Problems, Or Legal Matters.**

While realtors can provide valuable guidance and support throughout the selling process, they may not always assist with specific issues that arise with the property. Topics such as outstanding liens, unpaid taxes, access problems, or legal matters are typically outside a realtor's responsibilities.

In such cases, it's essential for you, as the seller, to address these issues independently or seek legal counsel to ensure they are resolved before listing the property for sale. Taking proactive steps to resolve potential obstacles beforehand can help streamline the selling process and prevent complications.

### **Your Property Might Remain on The Market for Months or Years.**

One potential downside of selling land with a realtor or through the MLS is that your property may remain on the market for an extended period of time before finding a suitable buyer. Unlike residential properties, vacant land can be more challenging to sell, especially if it has specific limitations or lacks desirable features.

Factors such as market conditions, location, pricing, and the demand for land in your area can all influence the time it takes to sell your property. Setting realistic expectations and being prepared for the possibility that your land may not sell as quickly as you'd hoped is essential.

## **Anticipate Realtor Fees to Cost Around 10% Of the Selling Price.**

When you enlist the services of a realtor to sell your land, you can expect to pay a commission fee based on the property's final selling price.

Realtor fees typically range from 5% to 10% of the selling price, with the national average hovering around 6%.

However, in some cases, the commission rate may be negotiable depending on the specific terms of your listing agreement. Discussing and clarifying the commission structure with your realtor upfront is essential to avoid any misunderstandings or surprises later on— additionally, factor in these fees when determining your desired selling price and evaluating your potential profit.

## **You Will Have Less Direct Control Over the Negotiation Process.**

Selling your land with a realtor or through the MLS means relinquishing some degree of control over the negotiation process to your real estate agent. While realtors are skilled negotiators who can advocate on your behalf and work to secure the best possible terms for sale, you may have less direct involvement in the negotiation process than selling the land independently.

Depending on your comfort level with delegating negotiation responsibilities, this can be both a benefit and a drawback. Maintaining open communication with your realtor and expressing your preferences and priorities throughout the negotiation process is essential to represent your interests effectively.



## **Sell Land to A Land Investor**

### **Expect A Quick and Fair Offer from The Investor.**

One of the primary advantages of selling your land to a land investor is the speed and simplicity of the process. Land investors are typically well-versed in evaluating properties and can provide a quick and fair offer based on the land's market value and potential.

Unlike traditional buyers who may require financing or lengthy negotiations, land investors often have the resources readily available to make an immediate offer, allowing you to expedite the selling process and move forward with your plans without delay.

### **Land Investors Manage Any Property Issues, Simplifying the Sale.**

Another benefit of selling to a land investor is their ability to manage and resolve any property issues that may arise, simplifying the sale process for you as the seller. Whether your land has outstanding taxes, liens, encumbrances, or other legal complications, land investors have the expertise and resources to navigate these challenges effectively.

By entrusting the sale to a knowledgeable investor, you can avoid the hassle and stress of addressing these issues yourself and ensure a smooth and seamless transaction from start to finish.

## **You Won't Have to Pay Any Closing Fees, Commissions, Or Hidden Expenses.**

When you sell your land to a land investor, you can rest assured that there are no hidden fees or commissions to worry about. Unlike traditional real estate transactions, where sellers are typically responsible for covering closing costs and agent commissions, selling to a land investor eliminates these expenses.

Land investors typically handle all closing fees and costs as part of their acquisition process, allowing you to maximize your proceeds from the sale without any unexpected deductions or out-of-pocket costs.

## **Investors Will Deal with Financial Hurdles Such as Outstanding Taxes or Liens.**

One of the most significant advantages of selling to a land investor is their ability to address and resolve any financial hurdles associated with the property. Whether your land has unpaid taxes, liens, or other financial obligations, land investors have the resources and experience to handle these issues efficiently.

By taking on these responsibilities, investors alleviate the burden from you as the seller and ensure that the sale proceeds smoothly without any impediments or delays.

## **They coordinate with title companies or attorneys to make faster and smoother Sales.**

Land investors often coordinate with title companies or attorneys to handle the necessary paperwork and legal formalities to facilitate a faster and smoother sale. This collaboration helps expedite the closing process and ensures that all documentation is prepared accurately and complies with legal requirements.



By leveraging their industry connections and expertise, land investors streamline the sale process and minimize the time and effort required on your part, allowing you to complete the transaction efficiently and with peace of mind.

### **You Benefit from A Cash Purchase Option, Leading to A Faster Closing.**

One of the most significant advantages of selling your land to a land investor is the option of making a cash purchase. Unlike traditional buyers who may rely on financing or mortgage approvals, land investors typically have the funds available to make a cash offer for your property. This cash purchase option accelerates the closing process and eliminates the risk of potential financing complications or loan contingencies.

With a cash offer, you can enjoy a faster and more straightforward closing, allowing you to access your proceeds sooner and move forward with your plans without delay.





# Typical Issues That Prevent Landowners from Selling and Their Solutions

## **Title Issues: Engage A Title Company for Resolution.**

Title issues, such as unclear ownership, liens, or encumbrances, can significantly impede land sales. Engaging a reputable title company specializing in real estate transactions is essential to address these issues.

A title company will thoroughly search to identify discrepancies or issues with the property's title and work diligently to resolve them. Obtaining title insurance and ensuring a clean title can instill confidence in potential buyers and facilitate a smooth and secure transaction.



## **Flood Zones, Wetlands, Or Desert Areas: Secure A Survey and Environmental Report.**

Land in flood zones, wetlands, or desert areas may face regulatory restrictions or environmental concerns that deter potential buyers. Securing a professional survey and ecological report of the property is advisable to mitigate these issues.

These assessments will provide valuable insights into the land's topography, soil composition, and ecological features, helping buyers make informed decisions and effectively navigate any regulatory requirements or environmental considerations .

## **No Direct Access or Easement Conflicts: Discuss Solutions with Neighboring Landowners.**

Lack of direct access to the land or easement conflicts with neighboring properties can pose significant obstacles to selling. Open communication and negotiation with neighboring landowners are vital to addressing these challenges. By discussing potential solutions, such as establishing easements or rights-of-way, you can resolve access issues amicably and create mutually beneficial arrangements that facilitate the sale of your land.

## **Unclear Chain of Title: Consult with A Title Company for Clarification.**

An unclear chain of title, resulting from incomplete or inaccurate ownership records, can cast doubt on the property's ownership and hinder the sale process. To clarify the chain of title, it's essential to consult with a title company or real estate attorney specializing in title matters.

These professionals will conduct a comprehensive review of historical documents and legal records to trace the property's ownership history and resolve any discrepancies or gaps in the chain of title, ensuring a clear and marketable title for the sale.

## **Family Disagreements: Seek Mediation for A Resolution That Benefits All Parties.**

Family disagreements or disputes over land ownership can create significant challenges when selling the property. To resolve these issues, seeking mediation or legal counsel to facilitate constructive dialogue and negotiate a resolution that benefits all parties involved is advisable. By addressing concerns and finding common ground, you can overcome familial conflicts and create a path forward that allows for the sale of the land with minimal disruption or contention.

## **Encroachment Problems: Discuss Terms with The Party Encroaching on The Land.**

Encroachment issues, where neighboring properties or structures extend beyond their boundaries onto your land, can complicate the sale process. To address encroachment problems, engaging in open communication with the party responsible for the encroachment is essential.

By discussing terms and potential solutions, such as easements, boundary adjustments, or property agreements, you can resolve encroachment issues amicably.



## **Probate: Navigate Legal Processes to Clear the Title for Sale.**

In cases where land ownership is tied up in probate due to the owner's death, navigating the legal processes can be complex and time-consuming. To clear the title for sale, working with an experienced probate attorney who can guide you through the necessary legal steps is crucial.

It may involve petitioning the court for probate proceedings, identifying heirs, resolving outstanding debts or claims, and ultimately obtaining the legal authority to sell the land. By following the appropriate probate procedures, you can ensure a valid and marketable title for the land sale.



# What Happens If You Don't Pay Taxes or Have Liens?

## **Your Ability to Sell the Land May Be Blocked.**

Failure to pay property taxes or resolve outstanding liens can have severe implications for the sale of your land. In many jurisdictions, unpaid taxes or liens create a cloud on the title, effectively blocking the sale until these financial obligations are satisfied.

Prospective buyers may hesitate to purchase land with unresolved tax or lien issues, fearing potential legal implications or encumbrances on the property's title. As a result, your ability to sell the land may be significantly hindered until these matters are addressed and cleared.

## **The County Will Seek Repayment of The Outstanding Amounts.**

When property taxes remain unpaid, or liens are not resolved, the county or municipality where the land is located will take action to seek repayment of the outstanding amounts. It often involves issuing notices, imposing penalties, and initiating collection proceedings to recover the delinquent taxes or satisfy the lienholders' claims.

The county may resort to various measures, such as placing a tax lien on the property, imposing fines, or even pursuing legal action, including foreclosure, to compel payment and enforce compliance with tax obligations.

## **A Land Investor Can Work on Your Behalf to Negotiate and Reduce These Debts.**

If you face financial challenges related to unpaid taxes or liens on your land, a land investor can provide valuable assistance in negotiating and resolving these debts. Experienced land investors have the expertise and resources to navigate complex financial issues and deal with tax authorities or lienholders on your behalf.

They may be able to arrange payment plans, negotiate settlements, or even acquire the property subject to the outstanding debts, relieving you of the burden and facilitating a resolution that allows for the sale of the land.

## **Ensuring These Financial Obligations Are Settled Helps Safeguard Your FICO Credit Score.**

Unpaid taxes or unresolved liens not only impact the sale of your land but can also adversely affect your credit score. Delinquent tax payments or outstanding liens may be reported to credit agencies, resulting in negative marks on your credit report and potentially lowering your FICO credit score.

By prioritizing the settlement of these financial obligations and taking proactive steps to address tax or lien issues promptly, you can safeguard your creditworthiness and avoid long-term consequences that may affect your ability to secure financing or obtain favorable terms in the future.

## **Unpaid Taxes or Liens Can Result in Legal Action or Foreclosure.**

Failure to address unpaid taxes or resolve liens on your land can escalate to legal action or foreclosure proceedings initiated by tax authorities or lienholders. Depending on local regulations and the severity of the delinquency, the county may pursue legal remedies, including foreclosure, to recover the unpaid taxes or satisfy the lienholder's claims.

Foreclosure can result in the loss of your property and adversely affect your financial stability and prospects. It's crucial to address these issues proactively and seek assistance from professionals, such as land investors or legal advisors, to prevent the situation from escalating to legal action or foreclosure.



## **Settling These Debts Quickly Avoids Extra Fees and Penalties.**

Resolution of unpaid taxes or lien issues is paramount to avoid accruing additional fees, penalties, or legal expenses. Delinquent taxes may accumulate interest and penalties over time, increasing the amount owed and exacerbating financial strain.

Similarly, unresolved liens may lead to additional legal fees, fines, or enforcement costs, further complicating the situation and prolonging the resolution process. By settling these debts promptly and proactively addressing tax or lien issues, you can minimize the financial burden and avoid unnecessary expenses, penalties, and legal complications associated with unpaid taxes or liens on your land.



# Meet The Owner from Land Solution Pros

Norm Lee, the heart of Land Solution Pros, brings 26 years of experience from the telecommunications industry, where he mastered strategy, customer experience, and problem-solving. Now, he applies this wealth of skills to help landowners fix any issues that are preventing them from selling and being able to sell their property with ease.

Transitioning from a successful career dedicated to serving others, Norm now channels his vast experience towards assisting landowners. With a focus on efficiency and understanding customer needs, Norm is the partner you need to sell your land with confidence.







# How Land Solution Pros Can Help You

## Our Values

Everything we do is about DTRT - Doing The Right Thing. Standing with integrity and finding a win-win and solutions that benefit all parties. Our core values guide us in every deal:



**DTRT - Do  
The Right Thing**



**Integrity**



**Fairness**



**Honesty**



**Solutions Focused**



## How We Work with Sellers

At Land Solution Pros, we buy any land as-is and offer a win-win solution, eliminating the middlemen for a quick, fair, and effortless sale. If your land has issues such as access or probates, we will come up with the right solution. Our goal is to help you easily sell your land without typical real estate hassles.

- ✔ You will get a swift, no-commitment offer that truly represents your land's worth.
- ✔ We take care of all the necessary legal documents for selling land.
- ✔ Working with reputable Title companies, we ensure a secure transaction.
- ✔ You'll always be informed and updated throughout the entire process.



## How To Contact Us

There are several ways to reach us:

**1. Email:** You can email us at [support@landsolutionpros.com](mailto:support@landsolutionpros.com) for any inquiries or assistance you may need about your land. Our dedicated support team is available to help you, and we strive to respond to all emails promptly.

**2. Phone:** If you prefer speaking to or texting one of our team members directly, you can reach us at **(720) 815-9181**. Our phone lines are open 24 hours a day, 7 days a week, and our team will gladly assist you with any land matters you wish to discuss.

**3. Social Media:** Stay connected with us on [Facebook](#). Feel free to send us a direct message or post your questions publicly. We actively monitor our social media channels and will respond to your inquiries as soon as possible.

**4. Contact Form:** On our website, [landsolutionpros.com](https://landsolutionpros.com), you will find a contact form that you can fill out with your name, email address, land details, and message. Simply submit the form, and our team will get back to you within 1 business day .

**5. Physical Address:** If you prefer traditional mail, you can send letters or documents to our physical addresses:

**102 Gold Ave SW, #276  
Albuquerque, NM, 87102**

**Thank you for choosing us, and we look forward to hearing from you!**



**Scan the QR code above to visit the website.**