

The Art of Selling a Vacant Piece of Land

Recommendations on selling your vacant
piece of land quickly for the best price

COLIN MURPHY

What You Will Find in this Book

About the Author	4
Introduction	5
What Is Zoning and What Opportunities Do You Have On Vacant Land?	6
A Brief Overview of Zoning	6
Categories of Zoning	7
Deciphering Codes	8
Determining the Zoning	8
What You Need to Know About Potential Re-Zoning	9
How to Change the Zone of Your Vacant Land	9
The Benefits of A Proper Land Survey	10
Contributing to Construction	10
Useful Categorization of Land	10
Recognizing the True Value Of Your Property	11
How Is A Plat Different From Survey?	12
What Makes Them Common?	12
What Makes Them Different?	12
The Underrated Appeal of Utilities	13

What You Will Find in this Book

Seeing Things Through Buyer's Lens	14
Available Utilities	14
The Need for Easement to Access Utilities	14
Choosing Between Underground Water and Municipal Water	14
Determining the Feasibility Between Grid and Sustainable Energy	15
What Are Your Options for Waste Disposal?	15
Why Is It Important to Clean the Property?	16
How to Clean the Property?	16
Why Maintain Your Vacant Land?	17
Vacant Land Upkeep and Code Violations	17
Title of the Land	18
Why a Clear Title Is Crucial?	18
Looking for Property Title	18
Setting the Price of Your Property for Quick Sale	19
Attracting Cash through Flexible Pricing	19
Use the Power of Discounts	19
Charging a Lower Price	19
Your Ally: Selling Your Vacant Land Faster	20
Advantages of Partnering with a Real Estate Wholesaler or Investor	20
Disclaimer	21

About the Author

My name is Colin Murphy and I'd like to thank you for downloading this free e-book on "The Art of Selling a Vacant Piece of Land".

I have been investing in land and real estate since 2004 and live in Tampa with my wife and two children. Over the years, I have bought and sold more than \$100 million worth of real estate, the majority of which was in the Tampa Bay Area.

I've been involved in a variety of real estate activities over the years, including podcasting, fix and flipping, wholesaling and private lending. However, my main passion is helping landowners sell unwanted land in the shortest time possible for a fair cash price.

My aim in writing this report is to help people (a) gain an understanding of what the pros and cons of owning land are and (b) the strategies available to everybody who wants to get the best possible use from their land.

Whatever your current situation as a Florida landowner is, I hope this document can help you understand that a variety of interesting options are available to you.



Colin G. Murphy

Introduction

The ownership of vacant land comes with several benefits. Unlike most other assets, it is bought to reap rewards in the long run. Tangible in nature, this asset does not depreciate or deteriorate. Moreover, there are no crime-related concerns while owning a vacant land – no one can steal it. However, only people who are not looking for short-term monetary benefits can truly relish the ownership of a vacant piece of land. Otherwise, selling it is a smarter course of action.

There are many instances that can tempt you to sell your land. This includes:

- You dislike paying taxes on your vacant land.
- You need immediate cash for personal or commercial reasons.
- You invested in an investment vehicle and ended up losing all money.

Irrespective of your reason behind selling a vacant piece of land, ideally, you would like to sell it as soon as possible for a good price.

Although there are many upsides to vacant land ownership, not everything is rosy when it comes to its sale. Here's why:

- Liquidation of vacant land is tricky – a common theme in real estate assets.
- Unlike stocks and bonds, you cannot buy or sell it easily. The enormous amount of capital involved in this transaction makes both parties – buyers and sellers – wary.

- You must keep the local regulators in the loop for this type of transaction.
- There is a significant amount of paperwork in real estate dealings.

Due to these reasons, selling vacant land can get quite taxing and time-consuming.

Fortunately, there is a way to escape these headaches. What you need to do is to gain an understanding of how certain things work, follow the right steps, and know who can help you. This way, you can sell your vacant piece of land in no time and get a really good price for it.



What Is Zoning and What Opportunities Do You Have On **Vacant Land**

People often buy vacant land and own it for several years, but when you ask them questions about zoning, they end up speechless. It is common for people to not know about zoning and lack knowledge about whether re-zoning occurred after they bought the land. If you own a vacant piece of land and would like to sell it ASAP, you must learn about its zoning.

A Brief Overview of Zoning

Since a large segment of people is unaware of zoning basics and the zoning status of their land, I will first start with a brief overview of zoning and shed light on how you find zoning information of your land's area.

Simply put, zoning entails categorizing land in a specific region or district to increase the liveability and efficiency of a specific region. For instance, it is a norm to split a town into industrial, commercial, and residential zones. This way, it provides a higher quality of life when compared to towns that lack such demarcations.

Local ordinances and laws govern property and land zoning. Usually, they are represented by a combination of numbers and alphabetical letters. Although zoning varies from one place to another and the same zoning code can encompass varying information in various regions, the standard types of zoning remain the same throughout the country.



What Is Zoning and What Opportunities Do You Have On **Vacant Land**

Categories of Zoning

The categories of zoning are listed below:

Rural Zoning

Ranches and farms come under this category. This form of zoning allows houses to raise livestock, horses, and cattle on land. Some agricultural or rural zoning are also classified as residential zoning, thus serving as a multi-use zone.

Environmental Zoning

A vacant land can be zoned if it has unique or sensitive flora and fauna. Construction is not allowed on the land if it has environmental zoning.

Commercial Zoning

The type of land can be utilized to construct and operate warehouses, retail stores, restaurants, malls, theatres, and offices.

Residential Zoning

The zoned land is used to construct homes and other types of dwelling units, such as suburban homesteads, mobile home parks, co-ops, duplexes, condominiums, and apartments.

Historic Zoning

If a structure is more than 50 years old, it will be classified under historic zoning. The regulations of historic zoning prevent owners from making changes to the original construction. However, restoration and repairs performed for preservation are allowed.

Aesthetic Zoning

Areas zoned under this category have a specific set of architectural and landscaping requirements. Properties owners have to meet these requirements to preserve the aesthetic beauty of the region.

Greenbelt

These types of zones are allocated for open spaces with grassland or forestation, such as gardens and public parks.

Wasteland

Vacant land where development or cultivation is not possible is zoned as wastelands.

Wetlands

In this land, water makes up the external layer of soil from beneath.

What Is Zoning and What Opportunities Do You Have On **Vacant Land**

Deciphering Codes

The local zoning ordinances have been shaped by the verdict of the U.S. Supreme Court for *Euclid vs. Ambler* (1926). These days, every town and city has set its own zoning codes and regulations. This is why you will find lands belonging to different areas have different meanings despite having the same zoning code. Still, there are certain rules that are followed by zoning codes throughout the U.S. For example, they are made from a combination of numerals and alphabets.

Determining the Zoning

Often, owners of vacant land lack the most vital piece of information about their asset i.e., they don't know which zoning category it belongs to. If you are in the same boat, consultation with a local property seller can clear your confusion. As these professionals are part of the local real estate industry, they will provide you with the zoning maps of your town or city. This way, you can go through the maps and identify which category your vacant land belongs to.

Your local government office is another source of zoning maps and ordinances that will let you determine what to do with your asset. It is likely that these official documents contain legal terminology that might be complex for beginners. So, if you are new to this space, perhaps a brief chat with a realtor, wholesaler, or real estate lawyer can help you understand the ordinance.



What You Need to Know About Potential Re-Zoning



Local (county and city) governments are responsible for planning, creating, revising, and approving laws and regulations for zoning. Part of their job is to re-zone a region or, sometimes, even a single property for a multitude of reasons.

The purpose of re-zoning is to align with the evolving requirements of the community. Usually, a location is re-zoned for the following reasons:

- Rising commercial activity
- Urban expansion or suburban sprawl
- Environmental concerns

When the context is different, the outcomes of a re-zone can vary. For example, consider the example of vacant land. A decade earlier, it was located in a residential area that was surrounded by a commercial zone. However, as the commercial zone attracted more investment, businesses flourished, and it expanded to a point where the city council agreed to re-zone the status of that vacant land to commercial. As you can expect, this decision will cause its price to shoot up because commercial properties are more expensive than their residential counterparts.

There is another side of the coin. Sometimes, re-zoning causes the value of vacant land to drop rapidly. For instance, if the land from the above example is re-zoned as an industrial district, it may cause the per square footage value of the footage to decline.

Simply put, no one can predict how re-zoning can influence the worth of your vacant land.

How to Change the Zone of Your Vacant Land?

In some scenarios, owners of a vacant land fight to change the zoning status of their individual property. Owners use zoning variances and zoning permits to use their property in a manner that is not authorized by their local zoning. If you apply for this particular permit to use your land in a different way, then you have put in plenty of effort. Here, a more effective approach is to get into wholesaling instead of getting entangled with the dreadful red tape that is synonymous with local government.

By now, you must have recognized how essential it is to know about zoning in your city, along with the importance of knowing your zoning. Getting this information is likely to put you in the driving seat after you make up your mind to sell your vacant land.

The Benefits of Proper Land Survey

A land survey is a process that determines the boundaries and features in a property. This can include determining encroachments and easements to work on how to build or develop on land. This requires a dedicated skill-set and thus, it is the job of land surveyors who perform various procedures to inspect and study the specifics of a piece of land in depth. Their responsibilities include:

- Taking the relevant measurements.
- Reviewing the subsurface area and topology of a land.
- Using questionnaires, legal documents, and data analysis to create comprehensive reports. These reports serve as a reference for owners who are looking to build or develop a piece of land without violating local regulations and codes.

A good land survey is beneficial in more ways than one. Here's why:

Contributing to Construction

Are you working out on the construction plan of your vacant land? A land survey can ensure that you get to plan your development wisely. A comprehensive land survey describes the ideal locations for:

- Placing the main edifice
- Building your driveway

- Developing a pool
- Cultivating a garden

Useful for Categorization of Land

Are you looking to make subdivisions in your land? For that, a boundary survey is just the thing you are looking for. It can split up your land into multiple portions or sections. If you want to keep some part of the land and sell the rest of it, then boundary surveys are the way to go.



The Benefits of Proper Land Survey

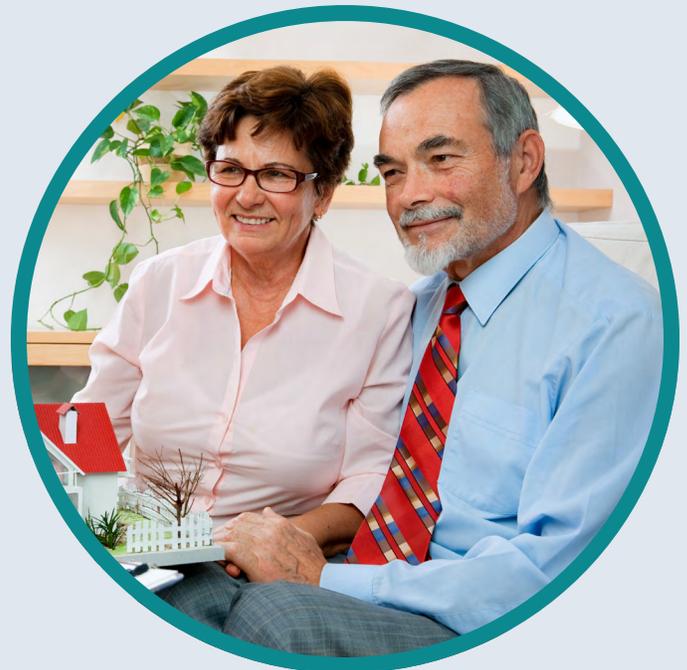
Conversely, court proceedings such as an inheritance ruling may result in dividing a piece of vacant land. These matters can often get messy due to differences in opinion. A professional boundary survey can keep these parties in check and ensure the whole process is completed without any further dispute.

Recognizing the True Value of Your Property

Once you reach out to experienced and well-known experts for the survey of your vacant land, you will view your property in a different light as a number of crucial insights come to the surface. This has a two-fold advantage: First, you can recognize the actual worth of your vacant land. Second, you can use this information to develop trust while dealing with potential buyers.

For example, if you already had a credible land surveyor authenticate your vacant land, your buyer is likely to be satisfied and might not raise any concerns.

On a similar note, when they learn about any issues identified in the survey, they will pay the price without getting you involved in a never-ending back and forth.



How Is Plat Different From Survey?

If this is your first time reading about real estate jargon, you will find two terms, plat and survey, used interchangeably. However, sometimes these two terms have different meanings.

What Makes Them Common?

Plat and survey are similar in the following contexts:

- Discover details of district, land lot, country, and abutting streets for vacant land
- Review lands of all sizes
- Describe the dimensions of a parcel of land

What Makes Them Different?

Now, let's see when plat and survey are different:

- Surveys are often carried out to address personal needs, done by sellers or buyers. Alternatively, plats are for public use.
- A survey is mostly used to illustrate one land lot. In contrast, a plat entails multiple lots and depicts dimensional aspects of subdivisions in a single piece of land.
- Plat can help you to view the details and dimensions of a property but they don't mention improvements, such as pools, patios, and porches. Conversely, surveys describe all structures and improvements introduced to a piece of land.



The Underrated Appeal of **Utilities**

In some instances, owners of vacant land are unaware of the utilities and amenities available on it. If you are looking to sell a piece of land quickly, you should learn about the available utilities on the street or in the area. If certain utilities are unavailable, you should research the possibilities to make them available.

The core municipal utilities include sewer lines, water, gas, and electricity. The degree to which utilities are available on your vacant land can considerably influence the value of any piece of land. Therefore, if these utilities are already accessible on your vacant land, this is excellent news because it will be more convenient to sell these properties. On the other hand, if your land lacks these utilities, it will take some time to find the right buyer.



Seeing Things Through Buyer's Lens

While selling your vacant land, you may not have any interest in knowing what utilities are available on it. However, these things can be important to the buying party, especially if they plan to develop on it. Hence, if you are looking to carry out a proper utility assessment of your vacant land, think like a buyer and consider the following:

Available Utilities

When a buyer looks into vacant land, they would like to identify the exact location of nearby utility supply lines. For example, if they are accessible from a very close location, it saves a great deal of money as the buying party will not have to spend much on developments.

On the other hand, if utilities are available from a location that is several hundred meters away, the development costs to make the land reusable can cost a small fortune.

The Need for Easement to Access Utilities

There are instances where you would need to run utility lines over someone else's property to ensure it becomes accessible on your vacant land. To tackle these conundrums, you must thoroughly understand how easement rules work for a specific locality. Due to this reason, you are required to make formal requests for things like installing electric poles or running underground water lines through their piece of land.

Choosing Between Underground Water and Municipal Water

Water is critical to developing land. In this scenario, owners of vacant land have two approaches: dig a well or opt for a municipal water line. If the land is located at a greater distance (more than one mile) from the water main, a smarter course of action is to dig your own water source. However, you must perform quality tests of the underground water to make sure that it is safe to drink – per the specified CDC recommendations. It is the



Seeing Things Through Buyer's Lens

norm to rely on a filtration system to supplement your underground water supply.

Before making up your mind, perform a comparative cost analysis of both options and go with the one that has fewer overheads in the long term.

Determining the Feasibility Between Grid and Sustainable Energy

Grid power is one of the more convenient methods to provide electricity to a parcel of vacant land. If the power grid is located far away, plenty of resources – both time and money – will be necessary to bring electricity to your property. If you are in a similar bind, sustainable energy resources like solar and wind can be more cost-effective. Unfortunately, solar and wind energy cannot harness electricity properly in some regions. In those situations, the only option at your disposal is grid energy.

What are Your Options for Waste Disposal?

Sometimes, the distance between the main municipal sewer line and vacant land is substantial to an extent where it is better to lay the foundation of a waste disposal system through a septic tank. Although these tanks are costly – they come up with a higher upfront cost, there are some benefits to them. For starters, you don't have to pay for the cost of installing and maintaining a long sewer line connection.

Do note that building a septic tank requires you to have significant square footage as it is not possible to build anything over a septic tank.

In conclusion, if you know how to make utilities available on your vacant land, you are off to a good start when it comes to selling your property!



Why Is It Important to Clean the Property?

Now is the time to see through the other side i.e., review things from the perspective of a buyer who is looking to purchase a piece of vacant land. For example, you visit a realtor, and they refer to two properties: property A and property B. A quick survey of both properties tells you the following:

- A is overgrown with grass and debris is littered all over the place.
- B is leveled with square footage and fencing.

This is not a brain teaser – by now, you know which the better one is: it is B. That is why you should think like a buyer to sell your vacant land quickly and make lots of profit from it.

How to Clean the Property?

Although there are countless tips to clean your property, following all of them is cumbersome. Go for the two most important ones:

Occasional Mowing Is the Key

Soil and water form a combination that can cause weeds and other wild plants to grow – especially in Florida! When a vacant piece of land is abandoned, small shrubs can always grow bigger due to lack of supervision. Unfortunately, this does not bode well because anyone who is passing through the neighborhood is likely to litter the place. That is why you should mow your land occasionally and prevent it from being treated as the unofficial dumpsite of your neighborhood.

Fences Do the Job

Most building and land codes in the U.S. grant you the authority to put up a fence around your property. This approach can thwart off criminals who often look for vacant land to indulge in illicit activities, especially drug dealers.



Why Maintain Your Vacant Land?

The benefits of cleaning your vacant land are numerous: you sell fast and ensure that your neighbourhood is a safe place. Studies indicate that unused vacant land makes up 15% of urban centres throughout the U.S. The absence of a maintenance routine often transforms them into crime hotspots. Another study indicates city administration can keep gun violence in check by maintaining vacant city lots. As a responsible citizen, do your part by taking care of your vacant land.

Vacant Land Upkeep and Code Violations

You may run into local authorities if you don't pay attention to your land's upkeep. Code violations are a possibility. There are some of the common ones.

Excessive Grass

When grass or weed growth exceeds a specific limit (e.g., 18 inches) on a vacant parcel of land, it may receive a code violation. However, the violation does not apply if that piece of land is zoned as agricultural.

Broken or Abandoned Vehicles

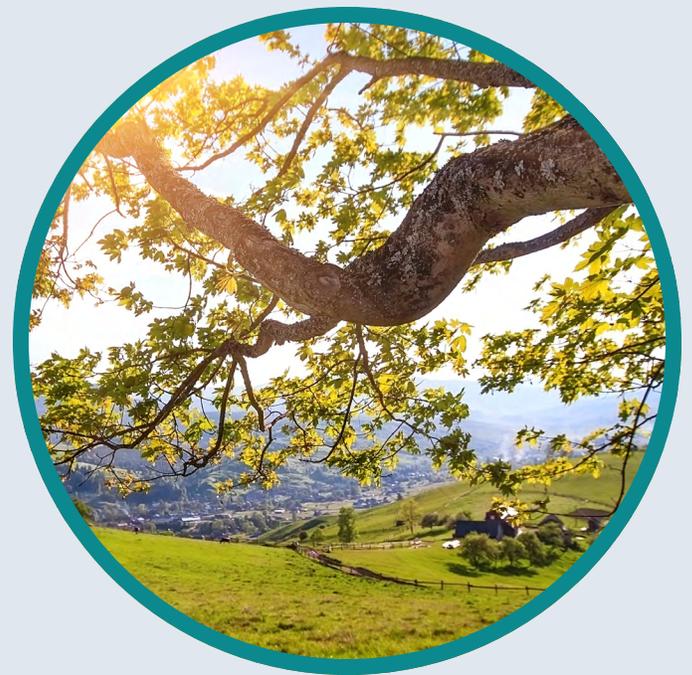
When a broken or abandoned vehicle is left parked in a private property for more than the allowed limit, it can fall into a code violation.

Accumulation of Debris

Accumulation of defected salvageable (e.g., appliances, furniture), decaying organic material (e.g., fruits, vegetables), trash bags, and other manufactured material on vacant land are also common code violations.

Fencing Regulations

In most states, you can put up a fence around your property for a specific height (e.g., seven feet) via chain links, wood, or wire. Crossing this height threshold or relying on block-wall fencing causes code violations.



Title Of the Land



Many beginners are unfamiliar with the term “Property Title.” Simply put, it is a set of rights that belong to a real estate property owner. This ownership can be full or partial in nature. Property titles take previous owners into account too and assess whether they happen to have any outstanding dues. To ensure your vacant land transaction is free and smooth without interruptions, a clear title is a must.

Why a Clear Title is Crucial?

Clear title refers to property without any outstanding dues, including mortgages, levies, liens, and deed restrictions. Once your property has a deed title then government authorities, creditors, and previous owners can no longer dispute the property status. Thus, a clear title puts the property in the charge of a single, undisputed owner. This is also why it is crucial to buy or sell vacant land only when you are dealing with titles. While talking with a potential buyer, mention that the benefits of having a clean title are that:

- It saves them from excessive worrying. There is no need to worry about any hidden costs, penalties, or tax compliances.
- The property will be properly transferred to their name without any conditions or confusion.

Whether you are a buyer or seller, you would like to ensure that your process is hassle-free. This satisfaction can be attained by owning a clear title because properties with a clear title get sold faster.

Looking for Property Title

Many owners are unaware of the status of their property titles. At this point, it is worth noting that some of them don't possess legal ownership. This happens due to probate and will mix-ups or when the paper trail is mismanaged over a long period. If you inherited a vacant parcel of land or if your land comes from a tax deed, it is recommended to search your property title before starting the selling process.

A Convenient Approach to Find Property Title

If you are familiar with reading and reviewing financial and legal documents, you can do the land title search by yourself. However, beginners should avoid this because it requires plenty of time and even then, you will be unable to spot something crucial. Instead, follow these steps for better outcomes:

- Order your title's abstract from your local title agency. Use Google to find a professional title agent or abstractor in your area.
- If you are unable to find a local abstractor or title agency, reach out the Register of Deeds/ Records office of your country and request them to recommend experts.
- Independent attorneys can also help you with title search assignments.

Setting the Price of Your Property for Quick Sale

Many factors are used to calculate the base price of vacant land, including the zoning type and availability of utilities to road access. In addition, owners and agents determine the value of a vacant piece of land. Often, property transactions hit a hurdle because the involved parties don't come to an understanding on the arbitrary value of the land being set higher than its base price.

If you are looking to sell your vacant land quickly, set a pricing point wisely to make it a win-win situation for all parties involved in the transaction.

Attracting Cash through Flexible Pricing

It is rare to receive an instant cash offer for vacant land that has no immediate use. If you get one, don't be too rigid with the pricing. If you ignore a quick cash offer, the next one may come after a long time, while you have to keep yourself busy with the stress of overheads, such as upkeep and taxes, that are linked with your land.

Use the Power of Discounts

Regardless of how well-maintained a vacant piece of land is, ultimately, it needs plenty of work before a new owner can use it. Therefore, we recommend that you assess your vacant land from the lens of a potential buyer who aims to do some development work. Once you are aware of the resources required, you can price accordingly.

Charging a Lower Price

Big players in the real estate industry often rely on price undercutting to inflict losses on small businesses. Although it is not illegal, this practice receives criticism for being unethical. As an individual seller toiling hard to sell vacant land, you can consider pricing it below market value. It is likely to work if your local real estate market is significantly saturated.



Your Ally: Selling Your Vacant Land Faster



The traditional approach to sell your vacant land is to hire an agent. However, these days, most agents and realtors dislike dealing with vacant land as they offer much lower profit margins than other opportunities in the real estate market. That is why, even though they may agree to help, the overall selling process can be extremely slow. Fortunately, this is not your only option. A smarter approach to sell your vacant land quickly is to find a real estate wholesaler. So, what makes them better? Let's find out.

Advantages of Partnering with a Real Estate Wholesaler

The benefits of working with a real estate wholesaler are as follows:

Escape Concerns Regarding Legal Consequences

Does your land have back taxes and liens? Is the title not cleared yet? A real estate wholesaler will take this burden off your shoulders and tackle all the technicalities on their own.

Sell through "As-Is" Strategy

This is not in any way similar to selling in open market where you are required to present your property in a certain way. Here, you can just sell your land to the wholesaler on an "as-is" basis. By doing this, you can avoid a host of troubles and costs that are involved in preparing land for sale.

Get Rid of the Middle Man

Traditionally, there is an agent known as the middle man, who is always brokering real estate deals. You not only have to pay a commission to them but also deal with their shady schemes. It is often difficult to know whether they are truly looking out for your benefit. Since wholesalers are the direct buyers, they can save you from dealing with crafty middlemen.

Sell In No Time

The biggest issue with the sale of vacant land is the sluggish pace of the entire process. Wholesalers can provide quick cash offers and can complete the whole transaction within a week.

If you are the owner of a vacant piece of land and are looking to sell it as soon as possible without dealing with middlemen or agents and want to avoid paying too many overhead costs; then contact us TODAY and get a quote from one of Florida's leading real estate wholesalers. We will make sure you close the transaction quickly for a fair price.

Disclaimer

**“The Art Of Selling Vacant Piece Of Land –
Recommendations on selling your vacant piece of land quickly for the best price.”**

Copyright © 2020 – All Rights Reserved

The information included in this eBook is for educational purposes only and is not meant to be a substitute for seeking the advice of a professional. The author and publisher have made the best efforts to ensure the information in this book is accurate. However, they make no warranties as to the accuracy or completeness of the contents herein and cannot be held responsible for any errors, omissions, or dated material.

This book contains strategies, effective suggestions, methods, and other advice that, regardless of the author’s own results and experience, may not produce the same results (or any results) for you. The author makes absolutely no guarantee, expressed or implied, that you will get the same or any results by following the advice, as several factors and variables come into play regarding any given situation.

Liability Disclaimer:

By reading this book, you assume all risks associated with using the advice, data, and suggestions given below, with a full understanding that you, solely, are responsible for anything that may occur because of putting this information into action in any way, and regardless of your interpretation of the advice.



Disclaimer: There are no implied or expressed guarantees on any projections contained within this brochure. Real Estate investments are subject to risk and loss of capital. Investors should perform their own due diligence and seek professional advice in order to best forecast the potential performance of potential purchases.