

From Plot to Profit[✓]

Mastering the Art of Selling Your Land as a Pro!



DJM Terra-Firma LLC

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Foreword

Your land-selling journey begins here!

In the vast world of real estate, there's a realm often overlooked but brimming with opportunities - the sale of vacant land. To master the art of selling your land, you need a guide, a trusted source of wisdom to navigate the potential pitfalls and reap the rewards beneath the surface. This eBook is your ultimate guide.

This eBook brings experience, knowledge, and a deep passion for helping landowners turn their properties into profitable assets. It understands landowners' challenges and takes great care to address them comprehensively. Whether you're grappling with title issues, navigating the complexities of probate, or dealing with the intricacies of family negotiations, you'll find invaluable guidance in these pages.

This eBook outlines three methods of selling your land: the do-it-yourself approach (FSBO), partnering with a realtor, or selling to a land investor. It interprets the pros and cons of each method, helping you make an informed choice that aligns with your goals. You'll discover the tools and strategies you need to sell your land successfully and the inspiration to turn your dreams into reality.

Potential Challenges When Selling Vacant Land:



Selling vacant land can be rewarding, but it's not without challenges. These include:

Title Issues

A clear and marketable title is crucial for a smooth land sale. Title issues, such as unresolved liens, boundary disputes, or unknown encumbrances, can complicate the process and deter potential buyers. You need a clear title for a fast and smooth land-selling process.

Presence of Flood Zones, Wetlands, or Desert

Environmental considerations are becoming increasingly important for land buyers. If your land is in a flood-prone area, contains wetlands, or is in a desert region, it can limit the potential uses and may require additional permits or studies. It is essential to have clarity on what the ecological conditions of your land are to sell accordingly.



Land With No Direct Access or Easement Issues

Land lacking direct access or easement issues can be challenging to sell. Buyers often require convenient and legal access to the property, and resolving easement disputes can be time-consuming. It can be a major factor that stops your land sale.

Unclear Chain of Title

An unclear chain of title can cast doubt on the ownership history of the land. Potential buyers may hesitate to invest in property with a clouded title, leading to delays in the sale process. No one wants to deal with property that doesn't have a legalized owner. It gives doubts and can create problems for the future owner.

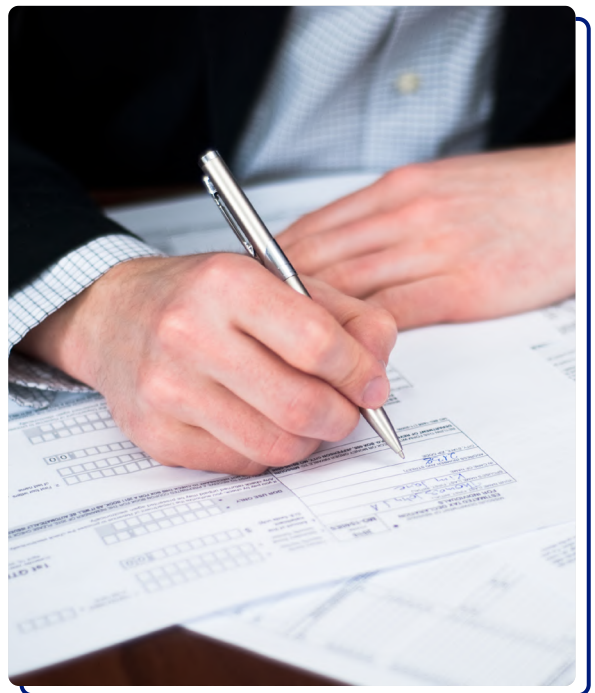
Encroachment

Encroachment occurs when neighboring properties or structures extend onto your land or vice versa. Resolving encroachment issues is vital before selling the land, as it can affect the property's boundaries and value. It is not an ideal situation for a buyer to proceed with. Thus, it needs to be resolved before you sell your land.



Probate

Probate is a legal process determining the distribution of a deceased person's assets, including land. If your land is subject to probate, it can lead to delays and added complexity in the selling process. Ensuring the probate issue is resolved before starting your land-selling process is crucial.





All About Probate:

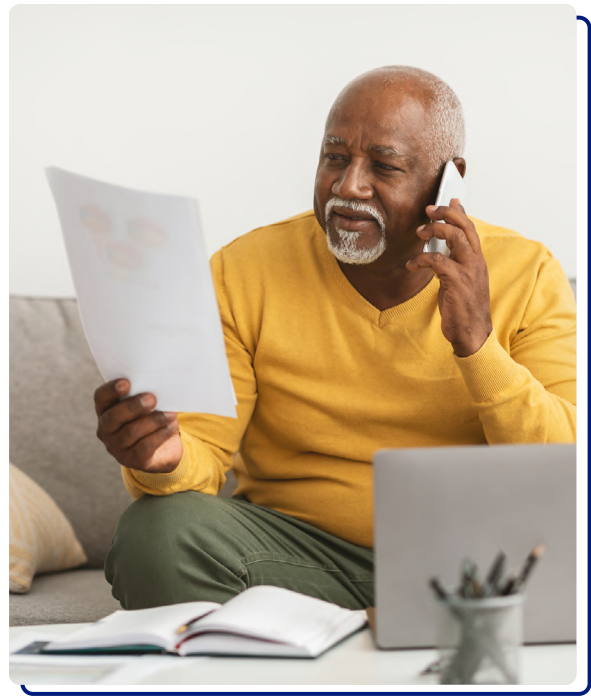
What Is a Probate & Why Might It Prevent You from Selling the Land?

Probate is a legal process that occurs after someone passes away, and it involves the distribution of their assets and settling their debts. When an individual, often called the decedent, owns land, it becomes part of their estate upon death. The probate process is essential to transfer land ownership from the deceased person to their beneficiaries or heirs.

Probate can potentially prevent you from selling land because, during the probate process, the ownership of the land is in a state of legal limbo. Until the probate is started and designated Executor is appointed, and a clear title is established, you may not have the legal authority to sell the property. Attempting to sell land without a clear title can lead to disputes and legal complications, making the sale difficult or impossible.

When Do You Need One?

You will need probate when the deceased landowner did not create a trust or other estate planning documents, and the land is not held in a joint tenancy or with a right of survivorship. In such cases, the land typically becomes part of the deceased person's estate, triggering the need for probate to determine how it will be distributed among heirs or beneficiaries.



Probate is generally necessary when:

- ✓ The deceased person owned land solely in their name.
- ✓ The land was owned as tenants in common, which means each co-owner's share becomes part of their estate upon death.
- ✓ The land was not transferred to a living trust before the owner's death.

However, if the land was jointly owned with a right of survivorship or designated a beneficiary through a transfer-on-death deed (if available in your jurisdiction), it may bypass the probate process.

What Are the Likely Costs Involved?

The costs associated with probate can vary depending on factors like the complexity of the estate, the location, and legal fees. Some common expenses related to probate include:

- ✓ **Court Costs:** Filing fees and other administrative costs required by the court to initiate and complete the probate process.
- ✓ **Legal Fees:** You may need an attorney to guide you through the probate process. Attorney fees can vary based on the complexity of the estate.
- ✓ **Executor's Fees:** If an executor or personal representative is appointed to manage the probate process, they may be entitled to a fee, usually a percentage of the estate's value.
- ✓ **Appraisal and Valuation Fees:** To determine the value of the land and other assets in the estate, you may need to hire appraisers or valuation experts.
- ✓ **Creditors' Claims:** Debts of the deceased, including outstanding bills and taxes, must be paid from the estate. These debts can reduce the overall value of the estate.
- ✓ **Publication Costs:** Some jurisdictions require public notice of the probate process, which may incur publication fees.
- ✓ **Miscellaneous Expenses:** Other costs may include maintenance of the property, document filing, notary fees, and necessary court hearings.



How Easy Is the Probate Process?

The ease of the probate process can vary widely depending on the specific circumstances of the estate and the local laws and regulations governing probate. Probate can be simple and efficient in straightforward cases with a clear will, minimal assets, and cooperative heirs.

However, the probate process can become lengthy and challenging when complications arise, such as disputes among beneficiaries, unclear or contested wills, or complex financial assets. The ease of probate can also be influenced by the expertise of legal professionals involved, as a knowledgeable attorney can help streamline the process and ensure compliance with all legal requirements.

It's advisable to seek legal guidance, especially if you anticipate potential complications or are unsure about the steps to make the probate process as smooth as possible. Proper planning and organization can help expedite the probate process and increase the likelihood of successfully selling land subject to probate.

How to Negotiate with Your Family:



Discuss the Goals Each Member Hopes to Attain from Selling the Land.

Start by initiating a family meeting or conversation to understand everyone's motivations and goals for selling the land. Each family member may have unique reasons for wanting to sell, whether for financial gain, reducing maintenance responsibilities, or addressing changes in circumstances.

You can find common ground and work towards a shared objective by openly discussing these goals. It is important to have 'the talk' with all your family members so they can feel included and you can get a clear picture of what each expects from you and your thoughts and decisions about the land.

Ensure Everyone Gets an Opportunity to Express Their Opinions.

Encourage open dialogue and ensure that each family member has a chance to express their opinions, concerns, and expectations. Active listening is key during these discussions, demonstrating respect for everyone's input.

Question those who seem quiet and allow each person to share their thoughts and feelings, even if they differ from your own. Since all family members are an equal part of the family and have an equal say in all matters regarding the land, it is highly important to hear everyone out before making a final decision.

Decide Together on How to Use the Proceeds or Manage the Sale.

Once the family's goals and individual preferences are on the table, work together to determine the best way to use the proceeds from the land sale or manage the sale process.

Consider questions like:

- ✓ How will the sale proceeds be divided among family members?
- ✓ Are there any outstanding debts or financial obligations to address?
- ✓ Should the land be sold as quickly as possible, or is a timeline suitable for everyone?
- ✓ What are the priorities for the family after the sale (e.g., paying off debts, reinvesting, or using the funds for a specific purpose)?

Collaborative decision-making is essential in this stage to ensure that the outcome aligns with the family's collective objectives. The final decision should be beneficial to all and not just one person.

If You Can't Agree, Consider Seeking Help from a Neutral Third Party.

Sometimes, despite the best efforts, family members may find it challenging to reach a consensus on important decisions regarding the land sale. The more members, the more questions will pop up, and the more chances of differences of opinions and arguments can arise.

In such cases, involving a neutral third party, such as a mediator or a real estate professional with expertise in handling family transactions, can be beneficial. It will help the family resolve their issues while keeping everyone's best interest in mind.



A neutral third party is the best way to help facilitate discussions, offer objective insights, and guide the negotiation process. They can help find compromises and solutions that satisfy all parties involved. Additionally, having an impartial mediator can reduce tensions and prevent conflicts from escalating, ensuring a smoother transaction.

Three Ways to Sell Your Vacant Land:



Sell on Your Own (FSBO)

You Need to Handle the Entire Selling Process.

As an FSBO seller, you are responsible for every sale aspect, from listing the property to closing the deal. It includes setting the price, marketing, negotiations, paperwork, and more.

If you have a job and an already busy lifestyle, it can get tough to take the time and manage everything yourself. It will disrupt your routine, and you must work extra hours to ensure everything meets your needs.

You'll Bear the Advertising Costs to Attract Potential Buyers.

Marketing and advertising are essential to attracting potential buyers. You'll need to budget for advertising costs, which may include online listings, signage, brochures, and even professional photography.

Living by a monthly budget can be difficult as your entire financial plan will be disrupted, and you would have to incur additional costs to fulfill your advertising needs. It requires you to consider your financial situation and decide what to do.

Prepare to Do Land Photos, Aerial Views, And Place “For Sale” Signs.

Presenting your land in the best light is crucial. You need to make a to-do list for all that you must do to ensure an effective sale. It often involves taking high-quality photos of the property, possibly including aerial views. Placing “For Sale” signs on the property is also a common practice to attract local buyers.

A lack of preparation will not make you the buyers you want. It is a consistent effort you will need to make for days, weeks, or even months before you get a decent buyer.

Collaborating With a Title Company Is Crucial.

A title company is crucial in ensuring a smooth and legally compliant sale. They can help with title searches, title insurance, and the transfer of ownership. Collaborating with a title company is highly advisable to avoid potential legal issues.

If you are a first-time seller, you will have numerous issues trying to get your documents attested and signed by respective parties, and there are high chances of you losing a document or two.

Be Prepared to Engage with Numerous Potential Buyers.

Selling as an FSBO seller can mean dealing with inquiries, showing the property to potential buyers, and negotiating directly with interested parties. Be ready to invest time and effort in these interactions.

Different buyers will have different questions, and since you will be their only point of contact, you will need to answer them in time so as not to lose a potential buyer. It can get overwhelming when dealing with these buyers. However, you must ensure your buyers are convinced if you want a fast sale.

Remember, There Are No Guarantees.

While selling on your own offers more control, there are no guarantees of a quick or successful sale. It can take you days, months, and even years to get your land to sell. Real estate transactions can be complex, and preparing for potential setbacks and uncertainties is important.

If you want a quick sale, you must have a backup plan because if your land doesn't sell and you still need the money, things can get tough.



Sell Through a Realtor

You'll Cover All Land-Related Expenses Until It's Sold.

When you choose to work with a realtor, you'll typically be responsible for covering all the expenses associated with your land until it is successfully sold. It includes property taxes, maintenance costs, and any fees related to the property.

It can become a nightmare for you since there is no set time as to when your land might be sold. And if you're doing this for cash, your savings will be low.

Realtors Might Not Help with Issues Like Liens, Overdue Taxes, or Legalities.

Realtors primarily focus on marketing and facilitating the sale of your land. While they can help with various aspects of the transaction, they may not be experts in addressing specific issues such as outstanding liens, overdue property taxes, or complex legal matters, like probate.

It's essential to clarify with your realtor what services they provide and whether they can assist in resolving these issues. It is crucial to do this at the beginning of the deal so that there is no misunderstanding in the future.

Your Land Might Stay Listed for a Long Time Without a Sale.

The real estate market, including the market for vacant land, can be unpredictable. Depending on location, pricing, and market demand, your land may remain listed for an extended period without finding a buyer. Be prepared for the possibility that it may take some time to secure a sale.

If you get lucky, your land might be sold within days, but sometimes it can take months or even years.

Expect to Pay About 10% of the Sale Price as a Commission.

Realtors typically charge a commission for their services, a percentage of the final sale price. While the exact percentage can vary, it's common to expect a commission of around 6% to 10% of the sale price. This commission is typically split between the listing agent and the buyer's agent.

Sell to a Land Investor

You Will Get a Fast and Fair Offer for Your Land.

Land investors are typically well-versed in the real estate market and can often provide you with a quick and competitive offer for your land. If you're looking for a fast sale without the complexities of a traditional real estate transaction, selling to an investor can be a favorable option.



They Will Solve All Land Issues and Save You Time.

Land investors specialize in purchasing properties as-is, which means they are often willing to buy your land in its current condition without requiring you to address any issues. They are your one-stop solution. It can save you valuable time and effort, especially if your land has title problems, liens, or other complications.

Zero Closing Costs, Commissions, or Other Fees.

When you sell to a land investor, you won't be responsible for paying traditional closing costs, real estate agent commissions, or other fees commonly associated with standard real estate transactions. It can save you money in the long run.

Investors Handle Financial Issues Like Unpaid Taxes or Liens.

Land investors are accustomed to dealing with the financial aspects of land transactions. If your land has outstanding property taxes, liens, or other financial obligations, investors can often address these issues as part of the sale, relieving you of these burdens.

They Work with Title Companies for Smooth and Fast Transactions.

Land investors usually work with reputable title companies to ensure a smooth and legally sound transaction. This partnership can expedite the process and give you peace of mind regarding the sale's legal aspects.

Meet the DJM Terra-Firma LLC team

A Sister, Brother, And Best Friend Finding Solutions For Land Sellers!

Behind every successful company is a team of passionate individuals, each bringing their unique expertise to the table. Our team is no exception. Dive in to knowing more about us:



Donna

With over 21 years of experience as a licensed real estate agent in Arizona, I've had the privilege of selling over 200+ properties and helping families in times of need. My specialty lies in Probate where families don't know how to navigate the complexities needed to sell with ease. Throughout my journey, I'm passionate about the real estate industry and positively impacting the lives of others.



Mike

Donna's brother Mike, brings a unique blend of expertise to our team. With a background in raising and training horses, working as a ferrier, great experience in the commercial water sprinkler system industry, and his current role in the fire protection life safety, Mike possesses extensive knowledge about vacant land. Like Donna, he has always chosen the path of self-employment and believes he has more impact to be able to think of creative solutions for all real estate situations.



Jennifer

Jennifer is Donna's best friend and part of the DJM trio team! Jennifer is a dynamo in the automotive business and an expert in sales, marketing, and training. Jennifer plays a strategic role in our team and is helping us shape all the ways we can help people with real estate. Jennifer's insights and skills are invaluable in propelling our business forward.



How DJM Terra-Firma LLC Can Help You

How We Work with Sellers

We make the land sale process as easy as possible for you.



As long-term real estate experts, we understand all the problems. We will educate you on all things about your land and the right solutions for you.



We go the extra mile, we will take a lot of problems and fix them before the landowner is even aware that there is a solution!



We will conduct all due diligence and share all findings with you to ensure you're on the same page with us.



We understand how the title works and will ensure that the closing is handled by a professional title company where you will be safe.



We will communicate with you at each stage of the deal and we will be genuinely interested in the outcome you're looking for.



You won't need to find cash for back taxes and commissions, we will cover it for you in the sale and ensure that you can walk away happy.



How to Contact Us

Our team is available for you to assist you with your inquiries about your vacant land.

You can reach out to us by sending an email to donna@djmterra-firma.com or by calling **(480) 254-1023**.

Please provide us with detailed information about your property so that we can assist you promptly. Our team works diligently to respond to all inquiries within 24 hours. You can also connect with us on Facebook or visit our website at www.djmterra-firma.com to learn more about us.

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