



**CHECKLIST FOR SELLING  
VACANT LAND TO A LAND INVESTOR:  
WHAT THE INVESTOR  
CAN DO FOR YOU**



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# HOW TO SELL YOUR LAND TO A LAND INVESTOR



## Initial Contact and Consultation

- Schedule a Consultation with a Land Investor to gain insights into current land market trends and Identify emerging patterns in the land market.
- Discuss factors influencing land values - Obtain an evaluation of your land's current and potential value.
- Learn About Your Property's Unique Features and the factors influencing your property's value.
- Discuss the specific features of your land and explore potential uses for your property.
- Gain a clear understanding of what to expect from the direct to buyer process.



## Property Assessment

- Engage a Land Investor with expert evaluation skills
- Ensure they have access to a broad resource pool and industry knowledge.
- Catalog unique aspects such as historical significance, current use, zoning restrictions, and encumbrances.
- Conduct a Detailed Examination of the Land - Perform a thorough assessment of topography, soil quality, and other characteristics.
- Document the gradient, elevation changes, drainage patterns, and soil composition.
- Record any rare or distinctive features affecting the land's value or usability.
- Consider the property's proximity to amenities, road access, and community infrastructure.
- Assess the impact of location on the property's market value in current and future contexts.



## Handling Documentation

- Engage a Land Investor who will handle all documentation for you in a safe way i.e. use title companies for closing
- Collect deeds, recent tax records, property surveys, and past appraisal reports to give to the land investor.
- Ensure all documentation is current and fully executed.
- Acquire and review zoning regulations, land use permits, and environmental reports.
- Consult with the land investor to clarify any legal complexities or zoning issues.
- Request a detailed explanation of the property's legal constraints, easements, and liabilities from the county property appraiser
- Verify the current and future zoning classification of your property and any potential rezoning applications or restrictions.

## Offer and Negotiation

- Ensure the land investor provides a fair written offer that reflects current land conditions.
- Check for a clear explanation of any terms and conditions.
- Participate in discussions regarding the offer, addressing any discrepancies or concerns.
- Maintain direct and honest communication with the land investor throughout the negotiation process.
- Work towards a price and agreeable terms to you and the investor.
- Review and confirm the final negotiated terms before proceeding.



## Managing Legalities & Finances

- Consult with a land investor to clarify the legal steps in selling your land.
- Use the land investor's resources, such as title companies or real estate attorneys, to make informed decisions and simplify legal complexities such as liens or outstanding taxes that need to be paid off
- Work with the land investor to identify and resolve any existing liens, disputes, or legal issues tied to the land, they will often act on your behalf.
- Collaborate with the land investor to overcome potential legal or financial obstacles for a successful sale.
- Review any concerns regarding legal access with the land investor and strategize proactive solutions.
- Allow the land investor to negotiate and settle easements or access rights matters, liens and back taxes for a smooth selling experience.

# Streamlining the Sale Process

- Confirm the land investor's commitment to a swift sale process.
- Ensure strategies are in place to avoid common hold-ups and ensure timely progression.
- Ensure the land investor has a system for reducing the paperwork you must handle personally.
- Verify that the land investor is prepared to deal with administrative processes on your behalf.
- Aim for a smooth transaction with minimal bureaucratic complications.

# Closing the Deal

- Confirm the land investor's arrangement with reputable title companies for closing.
- Ensure all procedures for the transfer of title are set for a smooth transition.
- Double-check that all legal and financial transactions are correct and error-free.
- Monitor the completion of document signings and financial settlements.
- Review the final steps the land investor takes to ensure a successful closing without complications.



## Post-Sale Support

- Ensure the land investor offers continued support after the sale is complete to address any post-sale questions or concerns.
- Verify that the land investor provides all necessary documents and receipts after the transaction.
- Expect to receive a complete package with all relevant paperwork documenting the sale details.

# How to Contact Us

There are the various methods you can use to get in touch with our team:

**Email:** You can send us an email to [frank@swiftactionlands.com](mailto:frank@swiftactionlands.com)

**Phone:** Our team is available to assist you by phone. Feel free to call us at **(770)-378-0306** during business hours.

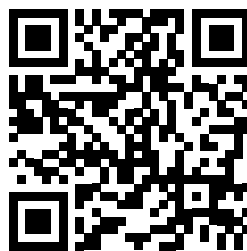
**Website Contact Form:** Fill out the contact form on our website at [swiftactionland.com](http://swiftactionland.com) by clicking on the “**Get An Offer**” tab and provide us detailed information about your land and to help us assist you more effectively.

**Social Media:** Connect with us on social media platforms. Our team monitors all inquiries and will be happy to assist you with your land concerns.



**Physical Address:** If you prefer face-to-face interaction or wish to mail us something, you can visit our office at:

**Swift Action Land**  
**1595 Palm Bay Road #1007**  
**Palm Bay, Florida 32905**



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