



*Meet Jaren and Assiya*

# **Your Roadmap To A Successful Land Sale**

**(Avoid All Mistakes And Get Fair Cash Fast!)**

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# Foreword

Do you own vacant land that hasn't been used for decades? Whether it was your personal purchase, or part of your inheritance, owning unutilized vacant land can become an economic burden over the years without providing you with any benefits.

The cost of maintaining unused land and the amount of taxes required to pay is huge, considering it will not generate any income for you or your family. For many landowners, what seemed like a security blanket has now become an unavoidable expense, and they have no idea what to do with it.

Land, in any shape or form, is a valuable asset. But akin to all assets left unused and abandoned, it will only give you some benefit in real terms. Just like a rusting car in your garage that has been parked for a decade won't help you on a cross-country road trip, vacant land that you or your family don't know how to deal with won't help you prosper.

Many landowners are unaware of the downsides of owning vacant land. These include but are not limited to non-utilization fees, taxes, maintenance costs, and keeping up with documentation that is both time-consuming and a hassle.

So, what's a vacant landowner to do? Despite all the sentimental or perceived value your land holds, the best course of action is to sell it at the best, most competitive price in the market.

Since the prices of vacant land plateau after a while or increase very marginally, finding a monetarily valuable offer is tough. But if you are considering selling your land, this is the perfect place to start. You want

to hire seasoned experts with a proven track record of success and happy clients, and that's who we are. Our niche is vacant land, and we are passionate about finding our clients' best offers.

We are here to guide you on all topics related to vacant lands. The real estate world is complex and confusing, with many business rules that landowners are unaware of. We simplify that process for you and execute the most rewarding game plan.

It does not matter if you do not have experience selling land because we are here to facilitate you in every imaginable way. We will share crucial information and expert knowledge and ensure you understand all your options.

This eBook is designed to help landowners like you understand the benefits of selling your land through professional land investors, gauge their options, and make the best choice possible!





# Meet Drew, Jaren & Assiya from iBuyLand

Drew Haney is serving in the Army Reserve and carries the same passion and gusto in the real estate world. He is passionate and creative, focusing on understanding the needs of sellers and delivering exactly what they need. He takes due diligence in property matters very seriously and goes the extra mile to ensure sellers are facilitated in every way imaginable. From paying for all the additional services to making sure the clients get the exact amount they agreed to, Drew is a class act.

Jaren Barnes is the solid half of two power duos. While he works in partnership with Drew, Jaren is part of a power couple thanks to his wife Assiya, who also sits at the real estate table to broker the best deals for sellers nationwide. He is fast, reliable, and capable of turning any land in any situation into liquid cash for sellers. Even when Drew is away, Jaren, alongside his wife Assiya, will ensure all the requests are answered timely, and sellers get the most wholesome real estate experience possible.



# Important Things to Consider When Selling Your Vacant Land

## Work With Those That Share Your Values

As a person in active service with the US Military, Drew is very values minded. Getting to know many of his brothers and sisters in arms, fighting for the safety and security of the American way of life, Drew is passionate about creating opportunities for those who also serve.

If you are a vacant landowner who has also served your country, you will find a similarity and alignment with Drew. Honesty, integrity, striving to serve, and giving back: are all things that Drew has in buckets full. All of the team - Drew Jaren and Assiya - will go the extra mile to help those who have helped others.

# Work With People Championing Your Profit

Finding people and businesses that want the best results for you takes time and effort. Most often than not, sellers end up suffering because they trusted the wrong type of person. In the real-estate world, there are more cut-throat and self-serving individuals than those who believe in a fair game.

So, how do you find people that will champion your success and value your profit over shady, money-grabbers? The key is finding people who believe in a win-win strategy, have a transparent process, and are vested in your interests. These are companies that exemplify the motto of clients first!

## Different Lands Require Different Approaches

Every piece of land is different, even if all of them are titled as unused or vacant land. As a seller, you must understand the difference between lands and their potential use. Vacant or unused land is any piece of land without structure or direct value, but they are not all the same.

Some vacant lands include greenfields, brownfields, or agricultural land. Owning rural or forestry land differs from owning residential or commercial-use land in the city. The cost of your land and the amount of effort it would take you to sell varies from when you have farmland to when you have a derelict open space in the city.

Some vacant lands are buildable and can be improved by creating infrastructures such as driveways, while other vacant lands are not



buildable at all due to zoning laws and topography.

Seasoned realtors understand these differences and will help you understand this as well.



## **Avoid the Mistake of Hiring a ‘Realtor Friend’**

It might seem like the easiest thing to do. You know a friend who works in real estate, and you trust them enough to sell through them. The only problem is that many landowners have learned through hard experiences that taking the easy way out hardly works.

It's not a matter of having faith in your realtor friend but following the most basic principle of hiring experts. The rules of business for almost all domains are that relatives and friends should not render services for the sake of both their friendship and work.

You need somebody professional and maintaining that level of professionalism is hard when you are working with a friend. Friendship and work must be different if you want to make a good deal.

## **Choose the Best Option as a Seller**

Find someone with an objective point of view and the ability to stay neutral and objective with you regardless of the situation. Your sale is a professional deal – no personal feelings involved.

An objective person also will not have any personal opinions or agendas when it comes to your property. They will listen to you and follow your guidelines exactly without wasting your time. Most importantly, they would speak to you based on business facts and experience. A person with on-ground information is definitely your best option as a seller.





## **Sell Your Vacant Land Fast for Fair Cash – Find the Right Partner**

All the points discussed above boil down to the bottom line – selling your vacant land fast and with fair cash is about finding the right partner. You do not need to complete this task on your own and finding a partner who wants the best for you and can deliver it is your best bet.

Land investors have ample experience, which means they can pinpoint property issues and resolve them quickly. They also have a fair and accurate land value estimate because they deal with it often. Most importantly, you can ask any question you want to ask before starting, and they would respond to you. Alternatively, you can share just the brief of requirements, and they will do the rest. They work on your clock and navigate the challenges independently while presenting you with the gift of a fair and fast sale.



# Common Closing Problems

In the closing phase, you sell a property, manage documentation, and transfer ownership. Once you close, you get the thrill of making a sale and earning money. However, there are multiple hurdles you need to cross before you can start celebrating.

## Back Taxes and Liens

Property owners need to pay their taxes on time, which also applies to vacant landowners. It doesn't matter if you are not earning a dime from your property. You have to pay taxes, and your property will become delinquent if you fail to do so.

The state tax lien applies even if you make a partial payment. With penalty charges and administrative fees being accrued over time, you will have a lot of back taxes to pay. The inability to clear your dues might also lead to foreclosure.

## **Title Problems**

### **Probate Registry**

Probate records are created after an individual's death, where courts determine the distribution of the assets and estate to creditors, heirs, and dependents. It requires the guidance and services of a professional lawyer and can be time-consuming.

Probate registries become complicated due to a variety of issues. It's easy to imagine that family members distraught over the death of a loved one do not have the emotional bandwidth to examine and distribute the real estate owned by the deceased. There can be delays due to financial constraints and disputes for various reasons.

### **Unclear Chain of Title**

The chain of title is the complete and unbroken record of property ownership. In almost all real estate transactions, title issues arise, and the transfer of ownership becomes a hassle. Title companies have to examine public records to ensure there are no court judgments or liens on a property and the chain of title is clear. Without correct and defined ownership, selling a property is virtually impossible since it's not in the correct naming convention on the title.

# Survey and Encroachment Issues From Neighbors

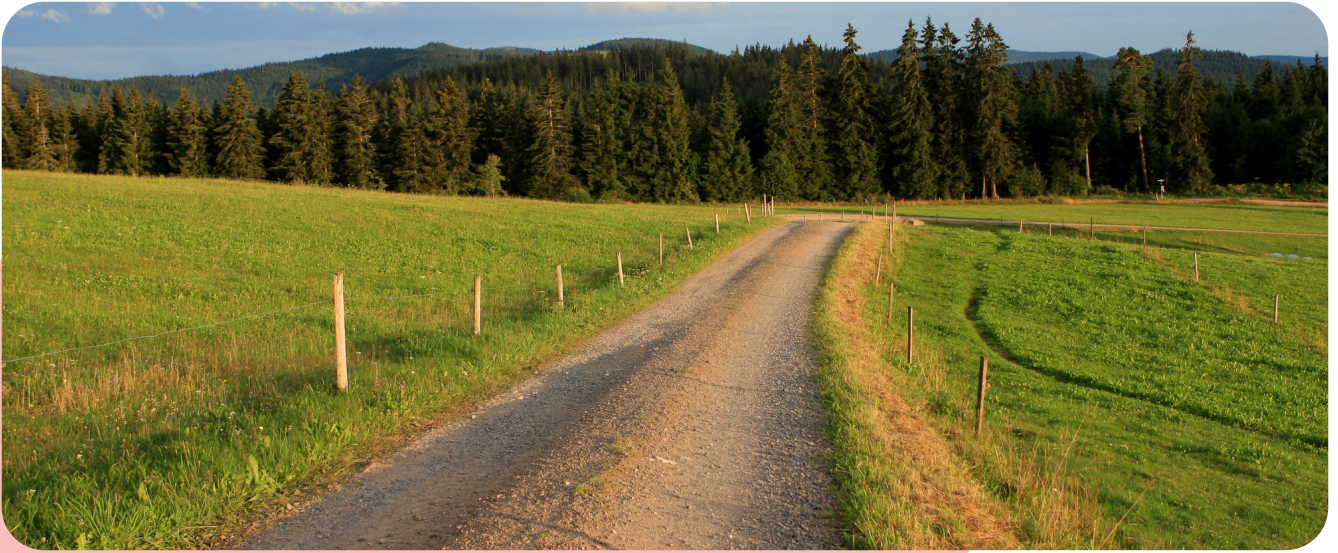
One of the biggest issues with closing your property can arise from encroachment from your neighbors, and it can only be resolved by boundary surveys that clarify plot lines and walls, so you are sure nobody encroaches on your land. Resolving an illegal encroachment might require you to fence your property or build a structure that indicates your ownership.

Party wall disputes are also common. Even if you build a wall all around your vacant land, there are chances that a neighbor can make an adverse possession claim. The litigation costs you money and time and might devalue the worth of your land because of its disputed status.

## Zoning and Land Use Restrictions

If you are considering closing your vacant land, you should consider its potential. That means what kind of construction can be done and its utility to potential buyers. Zoning ordinances mandate land-use policies. It's a legal framework that can restrict the use of certain land within a municipality depending on the land category to which it belongs. Vacant lands might have certain use restrictions that deter buyers from investing.





# Options for Selling Your Land

## Selling With a Realtor

Realtors are professionals with experience selling properties but also have biases and limitations. Here are some nuances you need to be aware of when delegating the task of selling your land to a realtor.

### Paying Commission

The modus operandi of realtors is that they charge for their services in terms of commission. The commission is often a percentage of the sale price and varies depending on the property. Being motivated by sales commission means realtors may or may not have adequate experience and might easily be dissuaded from selling your vacant land since it's a vastly different domain. The challenges of selling vacant land are just too high compared to what realtors make on a sale.

If they don't see the right incentives, they may not be as committed to the task and bargain for a higher commission, which may not sit well with you as a seller either.

## **No Guarantee of a Sale**

Continuing the argument that commissions drive realtors, there is no guarantee of sales. Because everything depends on the sale (which may or may not happen within your preferred timeline), and there is no guarantee of a sale. It can be months or perhaps years before they can find a buyer, and until then, you would have no other option but to wait.

We should also warn you here about false claims of guaranteed sales that never deliver. This is because selling homes is a lot easier than selling vacant land, and it's not everybody's niche.

## **Accrued Tax and Insurance**

While you are waiting for the property to be sold off, taxes and insurance will keep piling up, and realtors do not consider it as one of their problems to solve. You would have to pay your taxes for as long as required. The more financial baggage your land carries, the less likely it is to be sold off. Idle land is hardly a lucrative offer, and with added expenses, it becomes harder to sell.

## **Realtor Reluctance to Deal With Problem Properties**

Lack of buyers, back taxes, state liens, unclear titles, and probate records are the five core problems of vacant properties. Don't make the mistake of believing realtors are equipped or willing to solve these problems to make your property more marketable.



It's the opposite since realtors don't want to deal with problematic properties near foreclosure or have a history of unclear titles. They may not have the time or expertise to help you in a way that benefits you as the seller. It's not their fault, it's just not in their best interests.

## **Realtor Bias Towards Higher-Priced Properties**

Realtor will often lean towards higher-priced properties such as homes in the city or apartment buildings. They are easier to sell and have a bigger pool of investors and buyers than vacant lands. Also, many realtors overestimate the values of vacant land, which means they may price it above market.

## **Selling by Yourself**

If realtors aren't the best possible choice, you might have considered selling your land yourself. There is nothing wrong with taking the initiative, but here is what you must know before deciding this route.

## **Research and Marketing Efforts**

Selling land by yourself requires you to do extensive research on the kind of land you own. You must read up on zonal laws, land types, and the land's history to understand its value. You then must research your target audience, i.e., the people interested in buying land and where they are.

But just knowing about the market will not be enough. You need to polish your marketing skills to invite and excite potential buyers and make them interested. This could mean posting ads on social media or signing up on real estate websites to engage with potential buyers.

## Learning Negotiation Tactics

Selling itself has no value unless you sell your land for a good price. However, buyers are smarter than that. They would quote prices that might make you doubt the value of your own land. Learning negotiation tactics to stave off bad offers and terrible deals is important. The negotiation process might seem emotionally draining and overwhelming if you have never done this before. You cannot win over your client or justify your demanding price without good negotiation skills. It's all about putting your case forward convincingly and walking off the table with a good deal.

## Understand the Law for Closing

So far, we have only highlighted interpersonal skills that you need to have to sell your land by yourself, but there are also technical requirements to consider. You should also read about your state's laws and regulations regarding land closing.



Work on understanding the documentation requirements, rules of transferring ownership, and executing title transfer. You can either hire a costly real estate attorney who is knowledgeable to guide you or learn about the law on your own, which takes considerable time and effort. Or you can opt to pay for a Title Company to help you.

## **Answer Land Queries**

Be prepared to answer land queries and general questions regarding the area where your land is. Your buyers won't intentionally quiz you on real estate, but they will be naturally curious about their potential purchase.

This might include the area your land covers, utilities and other constructions near the land, and potential utility for land. Some buyers might ask for your land records which will be hard to produce if you don't have probate records on hand.

Since you don't do it professionally, you may not have all the answers, but that's okay as we do have them! Unfortunately, you might miss out on good deals simply because you are not well-versed in real estate.

## **Finding the Correct Estimate**

We have saved the best one for the last. You cannot make an offer to sell without knowing your land's worth. Finding the correct estimate can be difficult, especially if your land is in a closed-off location or there aren't many sales happening. Without learning about sales in the area, or similar locations, you cannot accurately gauge the perfect price to quote. If you overestimate your land, it can turn off buyers, and if you sell for too cheap a price, it's a huge economic loss for you and your family.



## **Selling to a Land Investor**

If a realtor made ten offers, and only one was accepted, he wouldn't consider it a win. However, if a land investor makes ten offers and even one gets accepted, he'd consider it a win in your favor. An investor is vastly different from a realtor, whether a person or an agency. While realtors are agents for hire to buy or sell your property that will be representing the buyer, a land investor will be their own representative as they are your end buyer. They won't sell off your land for commission. They'd invest in your land, so they are willing to go the extra mile to rehab your property.

### **i. Get Fair Cash - No Commissions or Closing Costs**

Land investors don't work for commissions or fees, so you don't have to pay any money from your pocket. This is important since many buyers aren't earning anything from their vacant land. Paying to sell is an extra expense that most sellers do not want to bear.

Vacant landowners struggle to sell their property for the price it's worth. Land investors will sell your property, giving you fair cash. They only keep the difference between the property's set worth and the sale for themselves. That means you never need to worry about paying for their services or any other closing costs.

## **ii. They Deal With Problem Properties**

Vacant land can accrue many back taxes and liens that must be cleared before it is allowed to be sold. This is a grave economic burden, but you don't necessarily have to fix your property financial constraints before selling it. Land investors can buy your vacant land in its current state. They are experts in dealing with problem properties and can rehab any land and help you with probate issues. Also, they don't disparage land with problematic histories – they are here to help solve them for you.

## **iii. True Evaluation of Land Value**

It's easy to find the value of real estate in metropolitan areas where there are constructed homes. So, how do you determine the value of a vacant plot of land in a relatively remote or isolated location? Only land investors that regularly invest in those areas know the land's worth. They would provide the best possible estimate and would have records to back up their claim.

Their evaluation is based on the key features of your vacant land, such as its location, land area, and market value. It is their domain, so they have insight knowledge that you and realtors won't have access to.

#### iv. Speedy Process

Time is money, and most landowners want to liquidate their vacant land quickly. While the land isn't giving them any financial benefits, money would. The turnaround time of each sale for land investors is really fast. What realtors may not be able to achieve in 6 long months, they can do sometimes in less than 30 days!

This is because of two reasons. A realtor represents a buyer, so they seek out buyers in the market. To convince buyers and eventually make a sale, they need time and a lot of guarantees for the buyers that the land is worth investing in. They are not only selling your land and will have many more clients. So, expect them only to give you a fraction of their time.



The other reason is due to the way land investors operate. Since they are buying land directly from you, they are not waiting for buyers. They expedite the process and are experts at resolving tax issues, probate registry problems, and title issues.

## **v. No Burdens on You**

You don't have to worry about paying any service fees for selling your land. You don't need to hire an attorney to draft legal documents. You don't even have to worry about generating enough cash to pay your land taxes.

What's more? You don't have to physically present your land and your case to potential buyer's multiple times each month only for the deal to fall apart.

Leveraging the expertise of land investors frees you from the burdens of working hard to make your vacant land sellable. Also, the process of selling and getting fair cash is significantly faster. You can't wait to exchange your vacant land for a handsome amount of money, right? Contact a land investor.

## **vi. Title Companies Are 100% Safe and Reliable**

Title companies operate by the law and maintain transparency for your real estate transaction. You'd know who you are dealing with and their background. This information is important to build your confidence in iBuyLand.org land investing team as they do everything above board. They use a reputable title company to perform title searches and provide guarantees and assurances to both the buyer and seller, making them 100% authentic, safe, and reliable.



# How iBuyLand Can Help You

## a. Our Values

Our values come from a deep love and commitment to the world and our country. We love God and believe He created everything and did a tremendous job. It's why the world is such a beautiful place to be in.

We believe in family and putting the ones that we love first. At the end of our lives, it wouldn't matter how much we earned or achieved. What would matter the most is how much we loved and brought joy to our loved ones.

Democracy allows people to speak their truth, and capitalism serves everybody by elevating our financial status. America is the best place in the world to buy land, thrive, and serve the rest of the world.



Love for God, our country, our land, and democracy motivates us to create win-win scenarios. You want to do the best for your family, and we want to help you achieve that.



## **b. Partnering With Sellers**

As a seller, you are our topmost priority. We built this company to facilitate land sellers and ensure they get the best possible prices for their land, as-is.

Since it's a partnership, we consider your benefits a win for our team. You can trust us to do our best to reap the sweet reward of a great sale. You just need to submit your property to us, and we will start our review process.

We will go through important data regarding your land's county and recent sales of comparable properties. We will make an offer within 72 hours via phone or email, and once we have a mutually agreed upon land value, we will send you a purchase agreement. You just have to sign that agreement and send it back to us. We will share the closing date with you and send you your money via bank transfer or check on the closing date as per your preference.



## c. Contact Us

We are easy to get in touch with. You can visit our website at [iBuyLand.org](https://www.iBuyLand.org) and submit your property details via the contact form.

If you don't want to submit your details via email, call us at **(877) 512-0078** and leave a voicemail mentioning the reference code (from the top of your letter if applicable), APN, county and state of your vacant land. If you have any questions, email us at [cashoffer@ibuyland.org](mailto:cashoffer@ibuyland.org). You can also book a call with us at **(877) 512-0078**.

