



# From Vacant Land Dilemma To A Deal

Conquer Land Issues  
And Sell Your Land  
With Ease!



Brionne Moss

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# Foreword

Real estate is a vast and ever-evolving industry; vacant land holds unique challenges and opportunities. Whether you're a landowner seeking to unlock the value of your property or an aspiring investor looking to make a smart purchase, this book is your guide to navigating the often-complex world of vacant land transactions.

Unlike selling a house, selling land often involves dealing with various hurdles and uncertainties. It requires a blend of knowledge, strategy, and determination. In these pages, you'll discover the potential obstacles when selling vacant land and proven solutions to overcome them.

From title issues to environmental concerns, access disputes to family conflicts, we'll explore each potential roadblock and equip you with the information and strategies to clear your path to a successful sale. Understanding the factors influencing land value, such as location, size, zoning regulations, and current market trends, will also be a crucial part of your journey.

Moreover, we'll present you with three pathways to sell your unwanted land. Whether you choose to collaborate with a realtor, take the do-it-yourself (DIY) route, or opt for the simplicity of selling to a land investor, you'll gain insights into the advantages and drawbacks of each method, helping you make an informed decision that aligns with your goals.



This book's heart is the belief that every piece of land holds potential. No matter the challenges you face or the circumstances you find yourself in, there is a solution that can transform your vacant land into a valuable asset.

As you embark on this journey, remember that knowledge is your greatest ally. Use this book as your compass, and let it empower you to make informed decisions, overcome obstacles, and achieve your land-selling goals. You can turn your vacant land dilemma into a successful deal with determination and the right guidance.

We wish you the best of luck on your land-selling journey, and know that we are here to help. May the insights and strategies within these pages serve as your trusted companions every step of the way.





# Possible Obstacles When Selling Vacant Land and How to Solve Them

## Title Issues

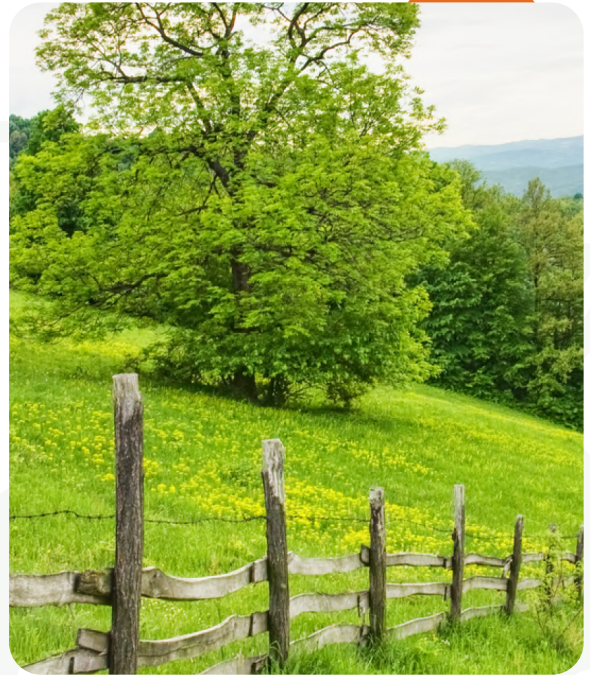
Title issues are among the most common hurdles that land sellers encounter. A clear and marketable title is essential for a successful land sale. Title issues can range from unresolved liens, unpaid property taxes, boundary disputes, or even errors in the property's legal description. These issues can lead to delays or even derail your land sale altogether.

## Flood Zones, Wetlands, or Desert

The environmental characteristics of your land can significantly impact its marketability. Properties in flood zones, wetlands, or desert regions may be subject to restrictions and limitations on their use. Buyers may be hesitant to invest in land that presents environmental challenges.

# Land Lacking Direct Access or With Easement Disputes

Land access is a critical factor for many buyers. Properties that lack direct access to public roads or have easement disputes can be challenging to sell. Easement disputes with neighbors can lead to legal complications and deter potential buyers.



## Unclear Chain of Title

A clear chain of title is vital to establishing ownership and ensuring a smooth land sale. An unclear chain of title can doubt your ownership rights and discourage potential buyers.

## Issues with Encroachment

Encroachment occurs when a neighbor's structure or property overlaps with your land. Encroachment issues can lead to disputes and hinder your ability to sell the land.

## Probate and Family Disputes

Inherited land or land involved in family disputes can complicate the selling process. Probate issues, disagreements among heirs, or unresolved family disputes can delay or prevent a sale.





# What Affects the Value of Your Land

## Where It's Located and How Close It Is to Local Amenities

The geographical location of your land is a primary driver of its value. Properties in desirable areas, close to amenities like shopping centers, parks, schools, and public transportation, tend to command higher prices. Buyers often seek convenience and accessibility, making proximity to such amenities a significant selling point.

## Size and Shape

The size and shape of your land parcel can greatly impact its value. Larger parcels often have more development potential and can accommodate a wider range of uses. Irregularly shaped parcels may pose challenges for construction or may limit usability.





## **Land Use and Local Building Rules.**

Local zoning regulations dictate how your land can be used. Zoning codes define permissible land uses, density, setbacks, and other development parameters. Understanding these rules is essential for determining your land's potential.

## **Buying and Selling Activity**

Real estate markets are dynamic and subject to trends influenced by economic, social, and environmental factors. Staying informed about current trends can help you position your land in a way that aligns with buyer preferences.

## **Nearby Roads, Schools, and Other Public Services.**

Access to essential infrastructure and public services significantly influences land value. Proximity to well-maintained roads, quality schools, healthcare facilities, and public utilities can enhance your land's appeal.

## **Topography And If It Is Cleared or Uncleared**

The natural features of your land, including its topography and vegetation, play a crucial role in its value. Cleared, flat land is often easier to develop and may cost more than heavily wooded or uneven terrain. If the topography has a large slope or terrain, this may reduce its usability or increase development costs for someone to build on it.



# Three Options to Sell Your Unwanted Land



## Sell with a Realtor

### You'll Pay All Costs Related to Your Property Until It's Sold

Selling your vacant land with the assistance of a realtor can provide valuable expertise and marketing support. Still, it also comes with a financial responsibility that extends until the land is successfully sold. As the landowner, you'll be responsible for covering all the costs related to your property during the marketing and sales process.

It includes property taxes, ongoing maintenance and upkeep, mortgage payments, if applicable, property insurance, and agent fees, which typically amount to around 10% of the final selling price. These financial obligations continue even while your land is on the market. Assessing your ability to manage these expenses and ensuring they align with your overall financial goals and strategy for selling your unwanted land is crucial.

## **Limited Help With Legal Matters**

It's essential to be aware that while realtors can play a vital role in marketing and facilitating the sale of your vacant land, they may not always provide comprehensive assistance with various property-related issues. It includes challenges such as outstanding debts against the property, overdue taxes, access disputes, or legal matters. Realtors primarily focus on connecting buyers and sellers, negotiating offers, and navigating the complexities of the real estate market.

However, these professionals may not be responsible for resolving financial or legal complications tied to the property. As a landowner, you should be prepared to address these issues separately or seek specialized assistance when necessary to ensure a smooth and successful sale.

## **Exclusive Listing and No Buyer**

It's important to recognize that when you choose to sell your vacant land with a realtor, there is a possibility that your property may remain on the market for an extended period without finding a buyer. Various factors, including market conditions, location, pricing, and the unique characteristics of your property, can influence land sales.

Unlike residential real estate, vacant land transactions may take longer due to a narrower pool of potential buyers. While realtors employ their marketing expertise to showcase your land to prospective purchasers, there's no guarantee of an immediate sale. Patience and realistic expectations are essential, as it may take time for the right buyer to come along and recognize the value of your land.



## Higher Commissions

Knowing the financial aspect is crucial when considering selling your vacant land with a realtor. You should allocate approximately 10% of the final selling price to cover agent fees. These fees compensate the realtor for their services, which include marketing your land, connecting with potential buyers, negotiating offers, and guiding you through the sales process.

While this expense is a significant consideration, it's essential to weigh it against the benefits of working with a professional who can help you navigate the complexities of the real estate market and potentially secure a better selling price. Understanding the cost structure upfront allows you to make an informed decision that aligns with your financial goals and overall strategy for selling your unwanted land.

## Sell by Yourself (FSBO)

### You're Responsible for All the Effort Involved

Selling your vacant land as a For Sale By Owner (FSBO) offers the advantage of retaining full control over the sales process, but it also means that you'll be solely responsible for all the effort involved. It includes marketing, pricing, property showings, negotiations, paperwork, and legal requirements.



While FSBO can potentially save you on realtor fees, it necessitates a hands-on approach and a deep understanding of real estate procedures. Consider your capacity to manage these responsibilities and weigh them against the benefits of having a realtor handle the sale before deciding on the FSBO route for your land.

### **You Have to Pay for Advertising to Draw in Buyers**

When selling your vacant land as a For Sale By Owner (FSBO), it's important to note that you'll need to allocate resources for advertising to attract potential buyers. Unlike working with a realtor who has access to established marketing channels, as an FSBO seller, you are responsible for the cost of advertising your property effectively.

It may involve expenses related to creating listings, photography, online listings on real estate platforms, signage, and any promotional efforts to reach a wider audience. Careful consideration and investment in advertising are essential to ensure your land is visible to prospective buyers and increase the chances of a successful sale.

### **Advertise Your Property Everywhere**

To effectively market your vacant land when selling it as a For Sale By Owner (FSBO), you'll need to be proactive in capturing your property's appeal. It involves obtaining high-quality photographs showcasing its unique features, investing in aerial views to provide a comprehensive perspective, and prominently displaying "For Sale" signs on the property. Captivating visuals and clear signage play a pivotal role in drawing potential buyers' attention and generating interest in your land, ultimately increasing the likelihood of a successful sale.



## **Find A Reputable Title Company**

When selling your vacant land as a For Sale By Owner (FSBO), it's imperative to collaborate with a reputable company that specializes in handling property titles. This partnership ensures that the sale's legal aspects, such as title searches, title insurance, and the proper transfer of ownership, are managed correctly and compliant with local regulations. Working with a professional title company helps you navigate potential complexities and provides peace of mind to you and the buyer, ensuring a smooth and legally sound transaction.

## **Navigate Buyer Calls**

As you sell your vacant land as a For Sale By Owner (FSBO), be prepared to engage with a diverse range of individuals who express interest in purchasing your property. Unlike working with a realtor who filters inquiries, you'll directly interact with potential buyers, each with their unique motivations and needs.

These individuals may include seasoned investors, developers, land enthusiasts, or individuals looking to build their dream home. It's essential to be responsive, communicative, and adaptable to address their inquiries, provide property information, and negotiate terms. Dealing directly with prospective buyers offers hands-on experience but requires effective communication and the ability to address various inquiries and preferences to facilitate a successful sale.

## **Remember, There's No Guarantee You'll Make a Sale**

It's important to remember that when you choose to sell your vacant land as a For Sale By Owner (FSBO), there is no guarantee of making a sale. The real estate market can be unpredictable, and the timeline for selling land can vary significantly depending on location, pricing, and market conditions.



While FSBO can offer cost savings by avoiding realtor fees, it also means taking on the responsibility of marketing, negotiations, and paperwork. Success may require patience, effective marketing efforts, and a keen market understanding. Being prepared for the possibility that your land may not sell immediately is crucial, allowing you to navigate the process with realistic expectations and persistence.

## **Sell to a Land Investor:**

### **Look Forward to a Quick and Fair Offer for Your Land**

Selling your vacant land to a land investor offers a streamlined and efficient approach, allowing you to look forward to a quick and equitable offer for your property. With land investors, you can skip the lengthy listing process and time-consuming marketing efforts. They often have the resources and expertise to expedite the transaction, providing a faster route to accessing the funds from your land sale.

Additionally, selling to a land investor typically involves no agent fees, sparing you the costs of realtor services. Investors are well-versed in handling property complications and can offer flexible payment options while ensuring you receive a fair market value for your land. This option simplifies the selling process, making it an appealing choice for those seeking a hassle-free and efficient way to convert their vacant land into cash.

### **Investors Take Care of Everything**

Selling your vacant land to an investor comes with the distinct advantage of having property complications expertly managed, thereby simplifying the entire process for you. Investors are well-equipped to handle various challenges during a land transaction, including title issues, encumbrances, overdue taxes, or legal complexities.





Their experience navigating these hurdles lets you offload the burden of resolving these problems. By entrusting your land sale to an investor, you can enjoy a smoother and more straightforward selling experience, knowing that they have the expertise to address any complications efficiently and ensure a seamless transaction from start to finish.

### **No Closing Expenses or Agent Fees**

Selling your vacant land to a land investor offers the advantage of avoiding several common expenses associated with traditional real estate transactions. When you choose this option, you won't have to bear the burden of closing expenses, agent fees, or other charges typically incurred in conventional sales.

Land investors often streamline the process to keep it cost-effective and straightforward for sellers. It means you can retain the full value of the offer without any deductions, ensuring a more financially favorable outcome from your land sale. The absence of these additional costs adds to the convenience and financial appeal of selling your land to a knowledgeable investor.





## **Deal with Overdue Taxes or Debts on the Property**

Selling your vacant land to a land investor provides the significant advantage of having them address various financial issues that may be associated with your property. It includes handling overdue taxes, outstanding debts, or other financial complications related to the land.

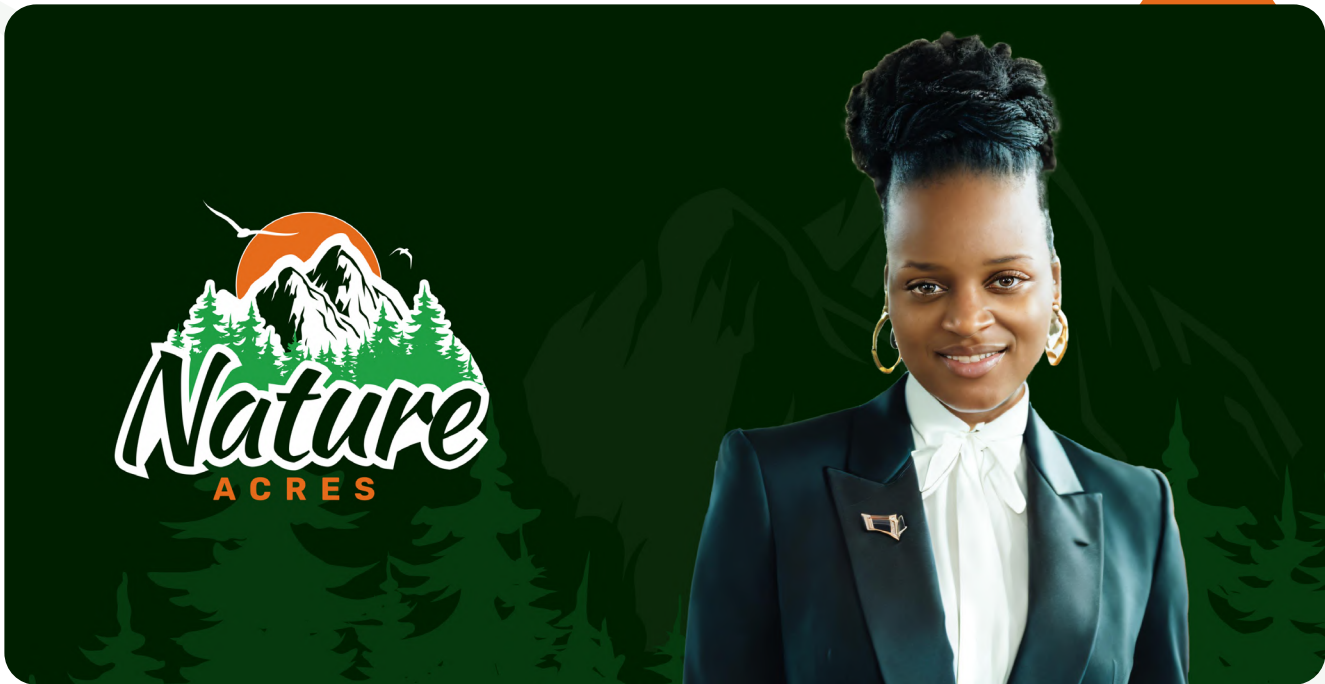
Investors are experienced in dealing with these matters and can efficiently navigate the process, ensuring that all financial obligations are met and resolved as part of the transaction. By working with a land investor, you can confidently entrust them to manage these financial complexities, relieving you of the responsibility and ensuring a hassle-free sale of your land.

## **Title Companies used to Ensure a Fast and Hassle-Free Sale**

Land investors often collaborate with title companies to streamline the sale process and ensure a fast and hassle-free transaction for both the seller and the buyer. Title companies are crucial in conducting title searches, verifying property ownership, and handling legal documentation.

By working with these professionals, land investors can expedite the closing process, reduce potential complications, and ensure that all aspects of the sale adhere to legal requirements. This collaboration adds more confidence and efficiency to the land sale, making it a smoother experience for everyone involved and reducing the time and effort required to complete the transaction.





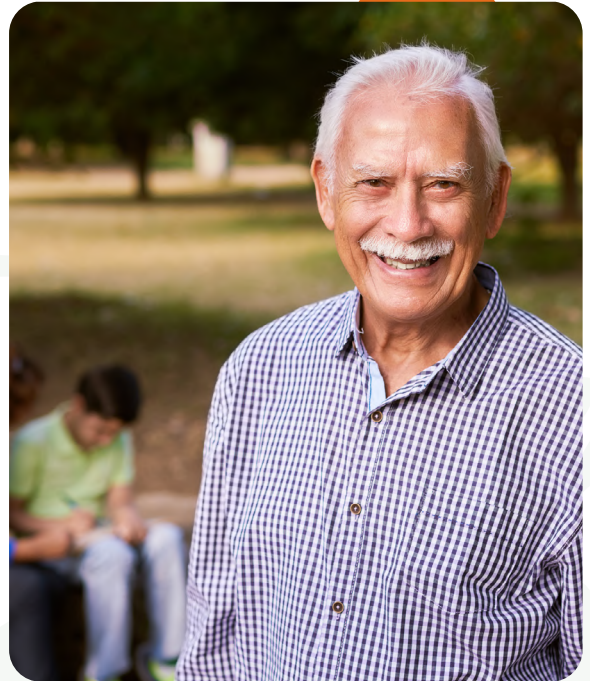
# Meet the Owner of Nature Acres

I am Brionne Moss and I created Nature Acres in 2018. We continue to grow every year. As the owner, it has always been a personal goal of mine to invest in things in life that have a focus on helping other people. This was the first stepping stone in which I was able to dedicate an entire business to helping people quickly sell their land that they no longer have an interest in owning.

Since 2018, we've helped hundreds of property owners become free from owning their unwanted property. If you're seeking a swift, straightforward way to convert your land into cash, minus the complications, we are here to help you.



# How Nature Acres Can Help You



## How We Work with Sellers

At Nature Acres, we pride ourselves on our compact yet highly efficient 10-person team. Embracing the philosophy that bigger isn't always better, we focus on delivering a unique, customer-centric experience. Every land seller is valued, and our tailored approach ensures that your needs are met with the utmost attention and care.

Every team member, from our Acquisition Manager, who expertly assesses valuable land, to our Transaction Coordinator, who ensures the smooth processing of each sale, and our Disposition Manager, who skillfully manages the sale, is committed to excellence.





### **No Realtor Commissions**

Skip the high realtor fees, often 6% or more. We don't discriminate based on size, every property matters to us.



### **Closing Costs? None Here**

You won't pay closing costs with us. Our cash offers are straightforward – no hidden charges.



### **Sell Fast With Us**

Land can take months to sell. At Nature Acres, we move quickly, targeting to buy your land within 30 days.



### **Security And Privacy**

Your privacy is vital. We use certified title companies for secure transactions, keeping your information safe.



### **Expertise You Can Trust**

With experience in buying hundreds of properties, we're ready to answer all your questions, no matter the property condition.



### **Any Size, Any Condition**

We buy any land, in any state – clutter, old structures, or just land. No clean-up needed!



## How to Contact Us

We welcome all your questions, feedback, and inquiries about your vacant land. Please don't hesitate to get in touch with us using the following contact methods:

**Contact Form:** Visit our website at [www.natureacres.com](http://www.natureacres.com) and use our convenient online contact form to send us a message. Simply fill in your name, contact details, land/property details, and message, and we will get back to you as soon as possible.

**Email:** Send us an email at [property@natureacres.com](mailto:property@natureacres.com), and we'll respond promptly during our regular business hours.

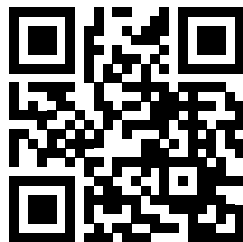
**Phone:** You can reach out to our team by calling **(832) 324-9160**.

**Mailing Address:** If you prefer traditional mail, you can send your correspondence to our physical address:

**945 McKinney St. Suite #18108  
Houston, TX 77002**

**Social Media:** Connect with us on social media for updates and questions. You can find and Like us on [Facebook](#) as we actively monitor our accounts.

Your feedback and inquiries are essential to us, and we strive to provide you with excellent service. If you have any questions, comments, or concerns, please don't hesitate to contact us. We look forward to assisting you.



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