

Land Selling Simplified

Creative Strategies For Solving Land
Issues And Selling With Ease



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Table of Contents

Foreword	5
Understanding the Need to Sell Vacant Land	7
Common Reasons Landowners Want to Sell	7
Exploring Exit Strategies	9
Creative Options Beyond Selling for Cash	9
What Is Creative Finance and How Does It Benefit You as the Seller?	11
What Is Creative Finance?	11
Why Consider Creative Finance?	12
Advantages for the Seller	14
For Sale By Owner (FSBO)	16
Selling Land Through A Realtor	18
Selling Land to a Professional Land Investor	19
Joint Venture	21

Problems In Land Selling And Solutions	23
Title Complications	23
Environmental Considerations	23
Unclear Chain of Title	24
Family Disputes	24
Encroachment Issues	25
Probate Challenges	25
Addressing Death or Divorce	26
Assuring Solutions for All Land Issues	26
Turnkey Partners and Their Approach	27
About the Author - Meet Rob Salmeron	27
How Turnkey Partners Can Help	28
Our Mission	28
Working with sellers	29
Contact information	30

Foreword

Do you have land sitting idle, and you're thinking, "How do I get rid of this?" Or maybe you're just curious about selling land? Well, you're in the right place.

Here's what you can expect from this eBook:

- ✔ Understanding Why You Want to Sell, we'll chat about why people sell land - maybe it's not making money, or taxes and stress are involved. We want you to know you're not alone, and there are solutions.
- ✔ Exploring Smart Ways to Sell It's not just about selling for cash. We'll discuss creative options like leasing, joint ventures, and more. Let's expand your options and find what works best for you.
- ✔ Getting Creative with Finances Discover what creative finance is all about. We'll explore how it can bring in more money, save on taxes, and make your land more appealing to buyers.
- ✔ Choosing the Right Path, we'll guide you through different selling methods - doing it yourself, using a realtor, or working with a professional land investor. Each option has pros and cons, and we'll help you decide which suits you best.

- ✓ Handling Roadblocks Selling land can have hiccups. We'll address title problems, environmental concerns, or family disputes. Our goal is to offer solutions and keep you on track.
- ✓ Meet the Experts. Learn about folks like us who can help. We'll share our values and how we work with sellers. If you want to chat, we've got contact details for you.

By the end, we hope you'll feel more confident about selling your land. It's not just a transaction; it's an opportunity for freedom and peace of mind.

So, let's simplify land selling together!





Understanding the Need to Sell Vacant Land

Land Ownership, while often a source of pride and heritage, can become a burden for various reasons. Let's explore the common motivations that prompt landowners to consider when selling their vacant land.

Common Reasons Landowners Want to Sell

1. Lack of Cash Flow or Income

Many landowners hold onto property that is not generating the expected cash flow or income. Whether it's due to a lack of development opportunities, unproductive agricultural land, or simply an asset that hasn't fulfilled its potential, the absence of financial returns can be a driving force to seek alternative options.

2. Better Use of Cash Elsewhere

The opportunity cost of keeping funds tied up in vacant land becomes apparent for some owners. They may envision the cash invested in the land being put to more lucrative use in other ventures, such as new investments, paying off debts, or funding experiences like family vacations.

3. Tax and Upkeep Burdens

Owning land comes with financial responsibilities, including property taxes and maintenance costs. Some landowners, particularly those with vast vacant land, find these ongoing expenses frustrating and stressful. Selling the land can be a practical solution to alleviate the financial burden associated with taxes and upkeep.

4. Desire to Minimize Stress and Financial Burden

Beyond the tangible financial aspects, the emotional and mental strain of managing vacant land can become overwhelming. The stress of dealing with property taxes, the uncertainty of the land's future, and the potential liability issues associated with unused land contribute to the desire to minimize these burdens.

Exploring Exit Strategies

The traditional approach of selling for cash is just one of many avenues to explore when selling vacant land.



Creative Options Beyond Selling for Cash

1. Seller Financing

Seller financing allows the landowner to act as the lender. Instead of receiving the full purchase price upfront, the buyer makes regular payments over time. It provides the landowner with a steady income stream and spreads out the tax liability, potentially offering financial advantages.

2. Lease the Land

Opting to lease the land is a strategy that can generate regular rental income without relinquishing ownership. This approach is particularly beneficial for land with specific attributes, such as agricultural potential or unique natural features, making it attractive to tenants seeking temporary use without the commitment of ownership.

3. 1031 Exchange

For those looking to defer capital gains tax, a 1031 exchange allows the landowner to sell their property and reinvest the proceeds into a like-kind property. This strategy provides a valuable opportunity to upgrade or diversify real estate holdings while preserving the financial gains from the initial sale.

4. Develop the Land

If the vacant land has development potential, undertaking the development process can significantly increase its value. Whether it involves subdividing for residential use, establishing commercial ventures, or exploring mixed-use possibilities, development transforms the land into a more marketable and profitable asset.



5. Joint Venture

Entering into a joint venture involves partnering with others to pool resources and share the risks and rewards of a larger project. Joint ventures are beneficial for taking on ambitious development endeavors, utilizing combined skills and capital to tackle projects that might be beyond the scope of an individual landowner.

6. Donation

Donating land can be a viable option for landowners seeking financial and philanthropic benefits. It allows the landowner to support a charitable cause while potentially qualifying for tax deductions. However, it's essential to navigate the legal and tax implications carefully.



What Is Creative Finance and How Does It Benefit You as the Seller?

What Is Creative Finance?

Creative finance is an innovative and flexible approach to structuring real estate transactions, including the sale of vacant land, in ways beyond traditional methods. It involves thinking outside the conventional financing box and tailoring deals to meet the specific needs and goals of the parties involved.

Unlike standard cash transactions, creative finance explores alternative arrangements that can enhance the property's appeal, streamline the selling process, and offer unique advantages to both the seller and the buyer.

Why Consider Creative Finance?

Here are some of the key reasons as to why you should consider creative finance:

- ✔ **More Money:** Creative financing strategies can often result in a higher overall return for the seller. Expanding the range of financing options available to potential buyers makes the property more accessible to a diverse pool of investors who may not have immediate cash reserves but are willing to make structured payments over time.
- ✔ **Tax Savings:** Creative finance structures can provide tax advantages for both the seller and the buyer. For sellers, spreading out the receipt of funds over time through strategies like seller financing may lead to lower capital gains tax liabilities. Buyers may also benefit from tax advantages depending on the specific terms of the deal.
- ✔ **Avoiding Market Limitations:** Potential buyers may face constraints such as stringent loan requirements or limited financing options in a traditional market. Creative finance broadens the pool of potential buyers by offering flexible terms that may be more accommodating to individuals with unique financial situations.



✓ **Broader Market Appeal:** Creative finance arrangements make the property more attractive to a wider audience. By providing alternative financing structures, sellers can tap into a market segment that might otherwise be excluded due to conventional financing barriers.



✓ **Faster Sale:** Traditional real estate transactions can take time, involving multiple stages of negotiation, financing approval, and paperwork. Creative finance can expedite the selling process, making the property more appealing to buyers seeking quicker, more efficient transactions.

✓ **Higher Sale Price:** The flexibility inherent in creative finance can lead to a higher sale price. Buyers may be willing to pay a premium for the convenience and unique terms offered through creative financing arrangements.

✓ **Income Stream:** For sellers opting for strategies like seller financing, the structured payment plan creates a consistent income stream. This steady cash flow can provide financial stability and serve as an additional source of income.

- ✓ **Reduced Risk:** Traditional sales may have uncertainties, such as market fluctuations or the buyer's ability to secure financing. Creative finance can mitigate risks by diversifying payment structures, offering more security for the seller.
- ✓ **Flexibility:** One of the key benefits of creative finance is its flexibility. Sellers can tailor terms and conditions to suit their preferences, allowing for customized deals that align with the unique characteristics of the property and the goals of both parties.

Advantages for the Seller



1. Broader Market Appeal

Creative finance opens the market to a more extensive pool of potential buyers. By offering alternative financing options, the property becomes accessible to individuals who may not qualify for traditional financing methods. This increased appeal can result in a larger audience, enhancing the chances of finding the right buyer.

2. Faster Sale

Creative finance often expedites the selling process. Traditional real estate transactions involve various steps, including mortgage approvals and extensive paperwork. With creative financing options like seller financing, which requires less stringent approval processes, sellers can attract motivated buyers and close deals more swiftly.

3. Higher Sale Price

Sellers using creative finance may command a higher sale price, as buyers often value the convenience and flexibility of such arrangements. Tailoring deals to meet buyer needs can lead to more favorable pricing.

5. Regular Income Stream

One of the significant advantages for sellers is the potential for a regular income stream. Creative financing options like seller financing involve structured payment plans over time. This consistent flow of payments can provide sellers with a reliable and steady income, improving financial stability.

4. Tax Advantages

Sellers can benefit from tax advantages through creative finance strategies. Spreading out the receipt of funds over time, as seen in seller financing, may lead to reduced capital gains tax liabilities. Understanding and utilizing these tax advantages can enhance the overall financial gains for the seller.

6. Reduced Risk

Creative financing mitigates risks for sellers by offering flexibility and tailored terms, diversifying payment sources, and ensuring a more secure selling process compared to traditional transactions.

7. Flexibility In Deal Terms

Creative finance allows sellers to tailor deal terms according to their preferences and the property's unique characteristics. From down payment amounts to interest rates and repayment schedules, sellers can negotiate terms that align with their financial goals and the overall objectives of the transaction.



Exploring Four Options to Sell Land

For Sale By Owner (FSBO)

Selling your land For Sale By Owner (FSBO) is a hands-on approach that lets you control the entire sale process. While it offers the potential for significant savings on real estate agent commissions, it comes with responsibilities and challenges that sellers should be aware of.

You'll Be Responsible for Handling All Aspects of the Sale Process.

As an FSBO seller, the entire burden of the sale process falls on your shoulders. It includes tasks like property valuation, marketing, negotiations, and navigating legal and paperwork requirements.

Be Prepared to Cover Marketing Expenses to Draw in Buyers.

Effective marketing is key to attracting potential buyers. FSBO sellers must allocate resources for various marketing efforts, including online listings, print materials, and other promotional activities to showcase the property.

It's Necessary to Take Property Photos, Organize Aerial Photography, And Install "For Sale" Signs.

Creating a compelling visual presentation is crucial in attracting buyers. Sellers must invest time and potential money in taking high-quality photos, arranging aerial photography for a comprehensive view, and strategically placing "For Sale" signs to maximize visibility.

Collaborating With a Title Company Is Crucial.

Ensuring a smooth and legally sound transaction requires collaboration with a title company. It involves verifying the property's title, addressing any potential issues, and facilitating the transfer of ownership in compliance with legal requirements.

Anticipate Interactions with a Range of Prospective Buyers.

Engaging with potential buyers is a critical aspect of the FSBO process. Sellers should be prepared to handle inquiries, conduct property showings, and negotiate directly with individuals who express interest in the land.

Keep In Mind That a Successful Sale Is Not Guaranteed.

Selling FSBO comes with uncertainties. Despite diligent efforts, there's no guarantee of a successful sale. Market conditions, property location, and the overall economy can influence the outcome.



Selling Land Through A Realtor

Selling land through a realtor is a traditional route that provides professional expertise but comes with specific considerations and potential challenges.

Expect to Pay All Property-Related Expenses Until the Sale Is Finalized.

While a realtor can facilitate the sale, the responsibility for ongoing property-related expenses typically rests with the seller. It includes property taxes, maintenance costs, and any other financial obligations associated with the land until the sale is completed.

Realtors May Not Assist with Issues Such as Liens, Unpaid Taxes, Access Problems, or Legal Matters.

Realtors primarily focus on marketing and selling properties. Sellers should be aware that they may need to address certain issues independently, such as resolving liens, clearing unpaid taxes, handling access problems, or managing legal matters related to the land.

Be Ready for the Chance Your Property Might Remain on the Market for An Extended Period.

The timeframe for selling land through a realtor can vary based on market conditions, location, and property characteristics. Sellers should be prepared for the possibility that their property might not attract a buyer immediately, leading to an extended period on the market.

Anticipate Paying Around 10% of the Selling Price in Real Estate Agent Commissions.

Realtors typically earn commissions based on the selling price of the property. Sellers can expect to pay approximately 10% of the selling price in real estate agent commissions. While this commission covers the realtor's services, sellers should factor this cost into their financial considerations.

Selling Land to a Professional Land Investor

Selling land to a professional land investor offers a streamlined and efficient alternative to traditional methods.



Expect a Fast and Fair Offer for Your Land.

Professional land investors are known for making quick and fair offers on properties. Their focus on efficiency allows sellers to receive offers promptly, enabling a faster decision-making process.

Investors Manage Property Complications, Providing a Smooth and Easy Experience.

Land investors specialize in handling various property complications that may deter traditional buyers. This expertise ensures a smooth and straightforward selling experience for the seller. Investors are equipped to navigate challenges such as title issues, zoning concerns, or unique characteristics of the land.

No Need to Pay Closing Costs, Commissions, or Additional Fees.

One of the key benefits of selling to a land investor is the absence of traditional closing costs, commissions, or additional fees. Investors typically cover these expenses, allowing sellers to receive the agreed-upon amount without deductions, making the process more financially straightforward.

Investors Address Financial Issues Such as Unpaid Taxes or Liens.

Professional land investors have the knowledge and resources to address financial issues associated with the land, such as unpaid taxes or liens. They can efficiently resolve these matters, relieving sellers and eliminating potential obstacles in the selling process.

They Collaborate with Title Companies for a Quick and Seamless Sale Process.

Land investors work closely with title companies to ensure a quick and seamless sale process. Collaborating with professionals in the title industry streamlines the transfer of ownership, reducing the time and administrative burdens for both the seller and the investor.



Joint Venture

Engaging in a joint venture to sell or develop land is a collaborative and strategic approach that brings together multiple parties for mutual benefit. Here's a detailed exploration of the advantages associated with joint ventures:

Joint Ventures Pool Resources from All Parties for Bigger Projects.

Joint ventures provide an opportunity to pool resources from all involved parties, allowing for undertaking more significant and ambitious projects than any single party might manage independently. This collaborative effort ensures access to broader skills, capital, and expertise.

They Distribute Project Risks, Lessening Individual Risk Exposure.

One of the primary advantages of joint ventures is the distribution of project risks among the participating parties. By sharing the burden, individual risk exposure is lessened, providing a more secure environment for all involved. This risk-sharing mechanism contributes to the overall stability of the venture.

Joint Ventures Combine Diverse Skills for Innovative Solutions.

Each party's diverse skills and expertise in a joint venture contribute to innovative and comprehensive solutions. The collaboration allows for merging perspectives, skills, and knowledge, fostering creativity and adaptability in addressing challenges and optimizing the project's potential.

These ventures allow for shared profits and potential Revenue.

Joint ventures offer the advantage of shared profits and potential revenue. As the project progresses and generates income, the parties distribute profits based on the agreed-upon terms. Its shared financial success aligns the interests of all parties and creates a mutually beneficial outcome.

They Offer Customizable Structures to Suit Specific Party Needs.

Joint ventures are highly flexible and customizable, allowing parties to structure the collaboration to suit their needs and goals. The terms of the venture, including investment contributions, profit-sharing ratios, and decision-making processes, can be tailored to accommodate each party's unique preferences and requirements.

Problems In Land Selling And Solutions



Title Complications

- ✘ **Problem:** Title complications, such as unclear ownership history or disputes, can impede the sale process.
- ✔ **Solution:** Engage a professional title company to conduct a thorough title search and resolve discrepancies. Clearing title issues ensures a smooth and legally sound transaction.

Environmental Considerations

- ✘ **Problem:** Environmental factors like flood zones, wetlands, or desert conditions can limit the land's appeal or usability.
- ✔ **Solution:** Obtain an environmental assessment to understand and disclose any potential concerns. Highlighting mitigation strategies or leveraging the land's unique features can address environmental considerations positively.

Access and Easement Issues

- ✘ **Problem:** Limited access or easement disputes can hinder the land's value and marketability.
- ✔ **Solution:** Clearly define and document access rights and easements. Collaborate with affected parties to negotiate solutions that maintain access while addressing concerns.

Unclear Chain of Title

- ✘ **Problem:** An unclear chain of title may lead to legal complications and uncertainty about ownership.
- ✔ **Solution:** Work with a title professional to establish an unambiguous chain of titles. It ensures transparency and builds trust with potential buyers.

Family Disputes

- ✘ **Problem:** Family disputes over ownership or selling decisions can create obstacles in the sales process.
- ✔ **Solution:** Facilitate open communication among family members and, if necessary, involve legal professionals to address and resolve disputes. Clear agreements on decision-making and equitable distribution can streamline the selling process.



Encroachment Issues

- ✘ **Problem:** Neighboring properties encroaching on the land or vice versa can complicate sales negotiations.
- ✔ **Solution:** Identify and address encroachment issues through property surveys and legal agreements. Negotiate with neighbors to find amicable solutions, ensuring the land is marketable.

Probate Challenges

- ✘ **Problem:** Probate proceedings can delay the sale of inherited land.
- ✔ **Solution:** Initiate probate proceedings promptly and work with legal professionals to navigate the process efficiently. Communicate transparently with potential buyers about the timeline and steps involved.

Addressing Death or Divorce

- ✘ **Problem:** Death or divorce involving the landowner can introduce legal complexities.
- ✔ **Solution:** Clearly outline succession plans in legal documents to address potential death-related issues. In the case of divorce, work with legal professionals to establish clear land ownership or sale guidelines.



Assuring Solutions for All Land Issues

In “Land Selling Simplified,” we’ll delve deeper into these challenges, providing practical insights, case studies, and guidance to empower sellers, especially those partnering with Turnkey Partners, to navigate the complexities of land transactions successfully. We aim to equip sellers with the knowledge to address and overcome these issues, ensuring a smoother and more successful selling experience.



Turnkey Partners and Their Approach

About the Author - Meet Rob Salmeron

I am Rob Salmeron. I founded this company with a clear goal: to make affordable housing accessible for everyone. My background spans across the construction industry to the mobile home industry and real estate, where I've witnessed the growing need for homes that are not just affordable but also places where people can build their lives with dignity. It's about more than just housing; it's about fostering pride in homeownership and nurturing community bonds.



How Turnkey Partners Can Help

Our Mission

My approach is hands-on. I'm not just looking to buy land, I'm here to develop it into something meaningful or and to guide others in realizing the potential of their own properties. I believe in creating partnerships with landowners, crafting win-win scenarios that pave the way for sustainable development. Let's work together to shape a future where everyone has a place to call home.

Working with sellers

Here's what you can expect when you decide to sell your land to us:

- ✓ You will get a quick, no-obligation offer for your land.
- ✓ You will get all the data to make the best decision.
- ✓ You will experience a fast and stress-free sale of your property.
- ✓ You will get various options for your vacant land.

Submit your property

Fill out the form on this page and we will begin our review process. We look at county data, recent sales data, and research comparable properties to determine what we can offer you for your property.

We make you a cash offer

We will contact you either by phone or email to present and discuss with you our offer amount. Once we have come to an agreement, we'll prepare a purchase agreement and send it your way.

We clear all land issues

Our team of experts will work on solving all issues connected to your land such as liens, back taxes, probate, or any others to clear them all off, so we can close with ease.

You get paid

Once we receive a signed agreement, we will begin the closing process and arrange a closing date with you. Leave all the work to us to close on this property. Tell us how you'd like to get paid and wait for your cash.



Contact information

We value your feedback, inquiries, and any other communication you may have with us. We are here to assist you in the best way possible. You can reach us by calling **(817) 242-4412**, or email us at rob@tkpre.com, or visit our website at tkpre.com and submit your details via our web form.

No matter how you choose to contact us, we are committed to providing you with excellent service and addressing your needs promptly. Your feedback and questions are important to us and we look forward to working with you.

