

# The Modern Options For Vacant Land Owners

Strategies and Insights for a Smooth,  
Direct-To-Buyer Transaction!



**Jeremy Brand**

 **THE BRAND GROUP**  
REAL ESTATE

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# Foreword

Welcome to “The Modern Options For Vacant Land Owners: Smart Solutions For Selling Land And Solving Issues.” This eBook is designed to guide you through the complexities of owning and selling vacant land, offering practical solutions and insights to help you make informed decisions.

Owning vacant land can be both a blessing and a burden. Whether you’ve inherited land in your family for generations or invested in property with plans that didn’t materialize, the challenges and responsibilities can sometimes outweigh the benefits. From the ongoing costs of taxes and upkeep to the potential stress of liability issues, the desire to liquidate the asset and redirect the funds into more fruitful ventures is a common sentiment among landowners.

This book aims to provide you with a comprehensive understanding of your options. You’ll learn about the various paths you can take with your land, from converting it into a usable property to selling it outright. We’ll delve into the intricacies of selling land yourself, shedding light on the extensive work involved and illustrating why partnering with a land investor might be your best bet.



Land investors offer unique advantages over traditional realtors and brokers. They can provide swift, hassle-free transactions, often with cash offers and flexible options tailored to your needs. We'll explain how land investors operate, the processes they follow, and how they differ from other real estate professionals, especially when it comes to fixing issues with your land.

Our goal is to build trust and transparency. By the end of this eBook, you will have a clear picture of the benefits of working with a land investor and how they can assist in alleviating the burdens associated with vacant land ownership.

Thank you for choosing this eBook as your guide. We hope it provides valuable insights and empowers you to make the best decisions for your land and future.



# How To Protect Yourself From Real Estate Fraud

## Choose Trusted Title Companies For Thorough Searches And Fraud Protection.

Title companies play a vital role in real estate transactions by conducting thorough searches to verify the legitimacy of the property's title. Choose a reputable title company known for its meticulous research and robust due diligence measures.

A trusted title company will:

- ✔ Ensure the title is clear and free from liens, encumbrances, or unresolved claims.
- ✔ Provide a detailed title report that outlines the property's legal history.
- ✔ Offer title insurance to protect against future claims or disputes.

## Use Escrow To Protect Transaction Funds.

Using an escrow service can significantly reduce the risk of fraud in real estate transactions. Escrow acts as a neutral third party that holds funds until all conditions of the sale are met.

This ensures that:

- ✔ The buyer's funds are securely held until the property transfer is complete.
- ✔ Both parties fulfill their contractual obligations before the transaction is finalized.
- ✔ Any disputes can be managed and resolved without financial loss.

## Verify Identities And Ownership With Official Documents.

Before proceeding with a transaction, always verify the identities of the involved parties and confirm ownership of the property through official documents. This can be done by:

- ✔ Requesting government-issued identification from all parties.
- ✔ Checking the property's deed and title records.
- ✔ Ensuring that the person selling the property has the legal right to do so.





## Regularly Monitor Vacant Properties.

Regularly monitoring the property is essential to prevent unauthorized use or fraudulent activities if you own vacant land. Regular visits and surveillance can help you:

- ✔ Detect and address any unauthorized developments or encroachments.
- ✔ Stay informed about the property's condition and any changes in the surrounding area.
- ✔ Report suspicious activities to the authorities promptly.

## Consult Real Estate Attorneys For Safe Transaction Guidance.

Engaging a real estate attorney can provide expert advice and guidance throughout the transaction process. An attorney can:

- ✔ Review and draft contracts to ensure they are legally sound and in your best interest.
- ✔ Conduct due diligence to uncover any potential issues with the property.
- ✔ Advise on legal matters and help resolve disputes.

## Get Title Insurance For Financial Security.

Title insurance offers financial protection against unforeseen claims or legal disputes related to the property's ownership. When you purchase title insurance:

- ✔ The insurance company will defend against covered claims and pay for legal costs.
- ✔ You receive protection against losses resulting from defects in the title that were not discovered during the initial search.
- ✔ Both the buyer and lender (if applicable) can have peace of mind knowing their investment is protected.



# The Options For Your Land If You Are Not Using It

## Convert It Into A Usable Property For Agricultural Use.

If your land is suitable for agriculture, converting it into a usable property for farming can be profitable. Consider the following:

- ✔ **Leasing to Farmers:** Rent the land to local farmers who need additional space for crops or livestock.
- ✔ **Community Gardens:** Transform the land into gardens, allowing residents to rent plots for personal gardening.
- ✔ **Agricultural Events:** Host farmer's markets, agricultural fairs, or educational workshops.

## Develop The Land.

Developing the land with construction can significantly increase its value and utility. Possible development options include:

- ✔ **Residential Housing:** Build homes or place mobile or modular homes to rent or sell.
- ✔ **Commercial Buildings:** Construct office spaces, retail stores, or warehouses.
- ✔ **Mixed-Use Development:** Combine residential and commercial spaces to create a vibrant community hub.

## Convert It Into A Parking Facility.

Converting vacant land into a parking facility can provide a steady income stream, especially in urban or high-traffic areas. Consider:

- ✔ **Public Parking Lots:** Develop a parking lot for daily or hourly use by the public.
- ✔ **Event Parking:** Offer parking services for nearby event venues like stadiums or convention centers.
- ✔ **Truck or RV Storage:** Secure parking for larger vehicles requiring more space.



## Seek Rezoning For Different Usage.

If the current zoning of your land limits its potential uses, seeking rezoning can open up new possibilities. Steps to consider include:

- ✔ **Research Zoning Regulations:** Understand the zoning laws in your area and identify the desired zoning classification.
- ✔ **Submit a Rezoning Application:** Work with local planning and zoning authorities to submit a rezoning application.
- ✔ **Community Support:** Engage with the community to garner support for the rezoning effort, as public opinion can influence the decision.

## Subdivide The Property Into Separate Parcels.

Subdividing your land into smaller parcels can increase its marketability and value. This approach allows for:

- ✔ **Selling Individual Lots:** Sell each parcel separately, potentially attracting more buyers interested in smaller plots of land.
- ✔ **Custom Development:** Develop each parcel with specific uses in mind, such as residential homes, commercial buildings, or agricultural plots.
- ✔ **Investment Opportunities:** Offer the subdivided parcels to different investors, diversifying the potential for development and use.

# Handling Land Requires Time, Expertise, And Financial Investment



## Effective Property Management

Owning and managing vacant land can be demanding, requiring time, expertise, and financial resources. Here are vital considerations for effectively handling land:

This involves:

- ✔ **Regular Maintenance:** Ensuring the land is kept clean and debris-free and managing vegetation or landscaping.
- ✔ **Security Measures:** Implementing security measures to prevent unauthorized access or illegal activities, such as installing fences or surveillance systems.
- ✔ **Monitoring and Inspections:** Regularly inspecting the property to identify and address any issues, such as erosion, pest infestations, or illegal dumping.

# Securing Liability Insurance

Liability insurance is essential for protecting yourself from the potential legal and financial risks of owning vacant land. Consider the following:

- ✔ **Coverage for Accidents:** Liability insurance can cover costs associated with accidents or injuries on your property.
- ✔ **Protection Against Legal Claims:** Insurance can protect you from legal claims arising from property damage or other issues.
- ✔ **Peace of Mind:** Insurance ensures that you are financially protected in case of unforeseen events, allowing you to focus on other aspects of land management.

## Do You Have The Budget, Time And Skills?

Managing land effectively requires financial resources, time, and expertise. Ask yourself:

- ✔ **Financial Resources:** Do you have the budget for ongoing maintenance, security, and insurance costs?
- ✔ **Time Commitment:** Can you dedicate the time to managing the property, including regular inspections to check for trespassers and addressing any issues?
- ✔ **Skill Set:** Do you have the skills or access to professionals who can assist with property management, legal matters, and other specialized tasks?



## If You Don't Have A Budget, Time, Or Skills; Selling Is A Smart Option.

If you lack the budget, time, or skills to manage your land effectively, selling may be the best option. Consider the benefits:

- ✔ **Financial Relief:** Selling the land can provide immediate relief, freeing up funds to invest in other opportunities or pay off debts.
- ✔ **Reduced Stress:** Eliminating the responsibilities and liabilities of land ownership can significantly reduce stress and free up your time.
- ✔ **Simplified Process:** Working with a land investor can streamline the selling process, offering a quick and hassle-free transaction with cash offers and flexible terms.





# Why A Land Investor Is A Great Option When Selling Land

## No Middlemen, So The Process Is Easy.

When you sell your land to a land investor, you deal directly with the buyer, eliminating the need for intermediaries like realtors or brokers. This direct approach:

- ✔ Simplifies the communication process.
- ✔ Reduces the potential for miscommunication or delays.
- ✔ Streamlines the overall transaction, making it more efficient.

## You Will Sell Directly And Avoid Extra Fees.

Selling directly to a land investor means you can avoid the extra fees typically associated with real estate transactions, such as:

- ✔ Realtor commissions.
- ✔ Brokerage fees.
- ✔ Listing costs. You retain more sale proceeds by eliminating these fees, maximizing your financial gain.

## You Will Get Cash Offers Quickly.

Land investors often have the financial resources to make cash offers, providing you with immediate liquidity. Benefits of cash offers include:

- ✔ Faster transaction times, as there's no need to wait for mortgage approvals.
- ✔ Reduced risk of the deal falling through due to financing issues.
- ✔ Immediate access to funds for reinvestment or other financial needs.

## They Handle All The Issues For You.

Land investors are experienced in managing the various challenges that can arise during a land sale. They typically handle:

- ✔ Title searches and clearing any title issues.
- ✔ Environmental assessments and regulatory compliance.
- ✔ Necessary paperwork and legal documentation. This expertise ensures a smoother transaction and alleviates the burden on you as the seller.

## Flexible Options For Any Land Size.

Whether you have a small plot or a large acreage, land investors can offer flexible solutions tailored to your specific property. They can:

- ✔ Provide offers for any land size, accommodating different types of properties.
- ✔ Work with you to find the best land use or development plan.
- ✔ Offer customized terms and conditions to suit your needs.

## Faster Closings Save You Time.

One of the significant advantages of selling to a land investor is the speed of the transaction. Investors can often close deals much faster than traditional buyers because:

- ✔ They have streamlined processes and efficient teams.
- ✔ There's no need to wait for buyer financing or lengthy negotiations.
- ✔ They are motivated to complete transactions quickly to utilize or develop the land.

## They Know How To Handle Legal And Regulatory Stuff.

Navigating a land sale's legal and regulatory aspects can be daunting, but land investors are well-versed in these areas. Their expertise includes:

- ✔ Understanding local zoning laws and land use regulations.
- ✔ Managing permits and compliance with environmental laws.
- ✔ Ensuring all legal documentation is correctly prepared and filed.



# What Are The Issues That A Traditional Sale Won't Work For?

## Probate Needed

When a property owner passes away, their land may need to go through probate before selling it. This legal process can be lengthy and complicated, involving:

- ✔ Validating the deceased's will.
- ✔ Identifying and inventorying the deceased's assets.
- ✔ Paying debts and taxes.
- ✔ Distributing the remaining assets to heirs. How a Land Investor Can Help: Land investors are familiar with probate procedures and can work with probate attorneys to expedite the process, ensuring a quicker sale and reducing the burden on the heirs.

## Title Issues

Title issues can arise when there are discrepancies or unresolved matters related to the ownership of the property, such as:



- ✔ Unclear or contested ownership.
- ✔ Missing or incorrect documentation.
- ✔ Previous liens or judgments against the property. How a Land Investor Can Help: Land investors have the expertise to identify and resolve title issues. They can work with title companies and legal professionals to clear disputes, ensuring a clean and marketable title.

## Neighbor Encroachment

Encroachment occurs when a neighbor illegally extends their property onto your land, complicating a sale. Issues include:

- ✔ Structures like fences, driveways, or buildings crossing property lines.
- ✔ Disputes over land boundaries. How a Land Investor Can Help: Land investors can negotiate with neighbors to resolve encroachment issues or use legal means to rectify the situation, making the land more attractive and saleable.



## Lack Of Access Or Easement

Selling can be challenging if your land is landlocked or lacks legal access.

Issues include:

- ✔ There is no public road access to the property.
- ✔ There are no legally documented easements for access through neighboring properties. How a Land Investor Can Help: Land investors can negotiate easements or purchase additional land to provide access, thus resolving these issues and making the property more marketable.

## Back Taxes And Liens

Unpaid property taxes or liens can complicate a sale, as they must be settled before transferring ownership. Issues include:

- ✔ Accumulated back taxes lead to potential foreclosure.
- ✔ Liens from creditors, contractors, or government agencies. How a Land Investor Can Help: Land investors often have the resources to pay off back taxes and liens quickly, enabling a smooth transaction. They can also negotiate settlements to clear these financial encumbrances.



## A Land Investor Can Help You Solve All Land Issues!

Working with a land investor offers several advantages when traditional sales methods are hampered by the issues above. Here's how they can help:

- ✔ **Expertise:** Land investors are experienced in dealing with complex property issues and can offer tailored solutions.
- ✔ **Resources:** They have the financial capability to resolve financial encumbrances like back taxes and liens.
- ✔ **Flexibility:** Land investors can offer flexible terms and conditions to accommodate your situation.
- ✔ **Efficiency:** They can expedite the sale process, reducing the time and effort required on your part.



# Meet the Owner of The Brand Group

Jeremy Brand is a Utah native and grew up in Sandy UT. He currently resides in West Jordan with his wife Holly and his Son Ryder. Together, Jeremy & Holly run The Brand Group which is a real estate company focusing on land and people. We've been in business since 2002 and have evolved and grown over the years. We've ranged from retail Realtor and lending services to foreclosure assistance and rehabilitation of distressed homes.

Our current mission is to acquire land and build area appropriate housing while helping current land owners convert their unused, or underused, land into usable resources. While cash is the most common value exchanged, we love to provide partnerships and notes to increase the value of a seller's land. While land and building is our business, people are at the core of our business. We love working with and helping people accomplish their goals while accomplishing ours.



# How The Brand Group Can Help You



## Our Mission

Our journey into vacant land development was a natural progression, sparked by a project where we assisted a landowner in subdividing their property and constructing new homes for families.

Today, our mission centers on optimizing land use and, when possible, developing housing that complements the surrounding area. We are driven by the opportunity to create win-win outcomes for sellers, ourselves, and the new homeowners.

### Valuable skills that we can bring to the table:

- ✓ **Full-Service Company:**  
Housing, Financing, And Land Development
- ✓ **Creative Deal Structuring:**  
Innovative Transaction Solutions.
- ✓ **Problem Solving:**  
Tackling Complex Property Issues.
- ✓ **Seller Focused:**  
Listening And Planning To Meet Your Needs.



## How We Work With Sellers

As a small local company, we take pride in our commitment to the community. Sometimes, we buy quickly for cash; other times, we partner with sellers to subdivide and entitle the land first, enhancing its value. Our focus is on providing homes for local residents and supporting neighborhood growth.

- ✔ Zero Fees Guarantee! I promise you won't find a faster and fairer solution than us!
- ✔ The closing process is all handled by a registered closing agent who handles the closing and transfer of funds from escrow straight to you.
- ✔ Any liens or back taxes are wiped clean for you during this process and you pay... nothing!
- ✔ We will keep in touch with you throughout the entire process, you'll never be left in the dark.
- ✔ We will share any of our research and due diligence with you, so if we're unable to close on your property, we will give you all the information.

# How To Contact Us

We are here to assist you in the best way possible. Below are the various methods you can use to get in touch with us:



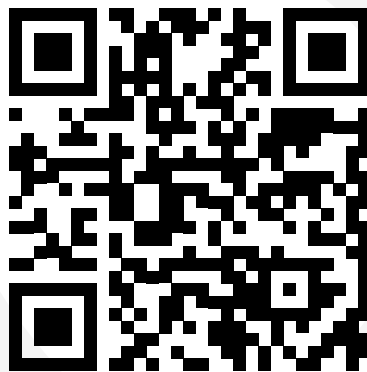
**Phone:** You can reach us by calling **(385) 458-8520**, our team will be happy to assist you with your land inquiries.

**Email:** You can send us an email at [jeremy@brandgroupland.com](mailto:jeremy@brandgroupland.com), and our team will reply promptly during our business hours.

**Contact Form:** Feel free to reach out to us through our online contact form available on our website [www.brandgroupland.com](http://www.brandgroupland.com). Simply fill out the required fields, and our team will respond to your message as soon as possible.

**Mailing Address:** If you need to send us physical correspondence or documents, please use the following mailing address:

**6835 Madison Cir West Jordan, UT 84084**



Scan the QR code above to visit the website

**We look forward to working with you!**