



# Tips for Buying and Selling Vacant Land: Advice from Your Closing Agent

## BUYERS

1. **Define Your Goals:** Clarify your objectives for purchasing vacant land. Determine your intended use, whether it's building a home, starting a business, or investing for the future.
2. **Research Zoning and Regulations:** Familiarize yourself with local zoning laws and regulations that govern land use. Ensure the property is suitable for your intended purpose and comply with any restrictions or requirements.
3. **Conduct Due Diligence:** Thoroughly investigate the property by conducting due diligence. Obtain a survey to verify boundaries, assess accessibility, and confirm utility availability. Consider soil testing and environmental assessments to identify any potential issues.
4. **Consider Future Potential:** Look beyond the present condition of the land and consider its future potential. Evaluate factors such as location, surrounding development, and market trends to assess potential appreciation and investment value.
5. **Work with Professionals:** Partner with experienced professionals, including real estate agents, attorneys, and closing agents, who specialize in vacant land transactions. Their expertise and guidance will ensure a smooth and successful buying process.

1. **Prepare the Property:** Before listing the land for sale, take steps to enhance its appeal to potential buyers. Clear the land of debris, mark boundaries clearly, and address any maintenance issues that may affect its marketability.
2. **Gather Important Documents:** Compile all relevant documents, including surveys, deeds, title insurance policies, and any permits or approvals related to the property. Having these documents readily available will streamline the selling process.
3. **Disclose Information Transparently:** Provide full disclosure of any known issues or limitations associated with the land. Being transparent about any potential challenges upfront will build trust with buyers and avoid complications during the transaction.

## SELLERS

**Whether you're buying or selling vacant land, our team is here to support you every step of the way. With our expertise and guidance, you can navigate the process with confidence and achieve your real estate goals.**

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