

# The Smart Landowner's Guide to Selling Land

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



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# Table of Contents

<b>Foreword</b>	<b>5</b>
<b>The Complexities of Selling Land Through a Realtor</b>	<b>6</b>
Keep in Mind That a 10% Commission Might Eat into Your Earnings	6
It Can Be Tough to Find an Agent Who Specializes in Land Sales	7
MLS Listings	7
Expenses Remain Your Responsibility Until the Deal Is Done	8
Outstanding Taxes or Legal Hurdles	8
A Lack of Passion for Selling Vacant Land	9
Be Prepared for the Possibility That Your Land Might Take Time to Sell	9
<b>Expenses and Risks of Owning Unused Property</b>	<b>10</b>
Loss In Property Value When It Sits Unused	10
Potential For Trespassing or Unauthorized Use	10
Becoming a Target for Illegal Dumping, Resulting in Fines from City Liens	11
Legal Issues: Injuries on the Property	11
Ongoing Taxes and Upkeep Issues	11
<b>Ideas to Utilize the Funds After Selling Your Land</b>	<b>12</b>
Use the Sale's Proceeds to Clear Debts	12

Selling Unused Land Can Offer Financial Peace of Mind	13
Reinvest the Additional Funds in Other Ventures	13
Put the Money Towards a New Home or Renovate Your Existing One	14
Helping Family	14
<b>Problems That Come with Selling Vacant Land</b>	<b>16</b>
Title Issues	16
Probate	17
Flood Zones, Wetlands, and Desert Areas	17
Landlocked Land, Access, or Easements	17
<b>Handle Land Issues by Yourself or Team Up with a Land Investor</b>	<b>18</b>
Quick Sales Without Extra Expenses	18
They Take Care of Land-Related Challenges	19
They Assist with Taxes, Liens, And Closing Costs	19
Documentation and Legal Processes Handled For You	20
Get a Reasonable Cash Deal Without Any Fees or Commission	20
A Straightforward Deal Without Intermediaries	21
<b>Meet the Owner</b>	<b>22</b>
<b>from Longhorn Land</b>	<b>22</b>
<b>How Longhorn Land Can Help You</b>	<b>23</b>
How We Work with Sellers	23
How to Contact Us	25

# Foreword

Selling your land can be both exciting and daunting. It's a big decision with significant implications, and you want to ensure you're well-prepared for the journey ahead. This eBook delves into the complex aspects of selling land, offering insights and solutions to empower your decision-making process.

Be prepared to realize that traditional land sales may take time, and realtors may not always assist with additional issues like outstanding taxes or legal hurdles. This eBook reveals the complexities of delegating your land to a realtor. It highlights the expenses and risks of owning unused property and many land-associated expenses that remain your responsibility until the deal is done.

Moreover, we explore the opportunities you await once your land is sold. We dive deep into the problems commonly encountered when selling vacant land, including title issues, probate concerns, and the complexities of flood zones, wetlands, and desert areas. The eBook also presents an alternative path to selling your land—collaborating with a land investor.

As you sell your land, equip yourself with the knowledge and strategies presented in these chapters. By understanding the complexities, risks, and opportunities, you can make informed decisions leading to a successful land transaction.

Whether you're considering selling land you no longer need or exploring the complexities of land transactions, this eBook is here to help simplify the process.



# The Complexities of Selling Land Through a Realtor

Realtors are wonderful and they truly have a role to play in helping people find their forever home or perhaps sell a house or other developed property. Land is often not their passion, so let's discuss some of the things to keep in mind when selling.

## Keep in Mind That a 10% Commission Might Eat into Your Earnings

When you decide to sell your land through a realtor, you must know the commission fees involved. Typically, real estate agents charge around 10% of the final sale price as their commission.

This percentage may vary, but it's essential to factor it into your financial calculations. While realtors provide valuable services, understanding the cost implications upfront will help you make informed decisions about your land sale.

## **It Can Be Tough to Find an Agent Who Specializes in Land Sales**

Finding the right real estate agent specializing in land transactions can be challenging. Many agents focus primarily on residential properties and might not have the expertise or experience to sell land effectively.

When searching for an agent, it's important to inquire about their track record with land sales, their knowledge of the local land market, and their marketing strategies tailored to land listings. It ensures you partner with an agent who can maximize your chances of a successful land sale.

## **MLS Listings**

When selling land, many agents simply list the property on the Multiple Listing Service (MLS) and wait for potential buyers to reach out. This approach is often taken because some agents lack the specialized knowledge and marketing strategies to sell land effectively.

Instead of actively promoting the property, they rely on passive methods, hoping that interested parties will make inquiries. It's essential to be aware of this common practice when working with a realtor and to explore additional strategies to ensure your land receives the attention it deserves in the market.



## Expenses Remain Your Responsibility Until the Deal Is Done

When you decide to sell your land, it's crucial to understand that all expenses related to the property typically remain your responsibility until the sale is finalized. It includes property taxes, maintenance costs, and any outstanding bills or fees associated with the land.

While your realtor can assist you in marketing and finding potential buyers, these financial obligations fall on your shoulders until the transaction is completed. It's essential to factor these ongoing expenses into your budget and be prepared for the financial responsibilities of land ownership during the sales process.

## Outstanding Taxes or Legal Hurdles

While realtors play a valuable role in facilitating property sales, it's important to note that they may not always assist with certain land-related challenges. For instance, outstanding property taxes and legal hurdles (such as title issues) may require specialized expertise beyond a realtor's typical scope of service.

It's advisable to proactively address these issues or seek legal counsel to ensure a smooth land sale process. Understanding the limitations of your realtor's assistance will help you navigate potential obstacles effectively during your land transaction.

## **A Lack of Passion for Selling Vacant Land**

It's essential to be aware that not all real estate agents have the same passion and expertise when selling vacant land. Many agents primarily focus on residential home sales, which may lead to a lack of enthusiasm or specialized knowledge when dealing with land transactions.

While they can still assist you in listing your land, their primary area of expertise may not align with the unique challenges and opportunities of selling vacant land. When working with such agents, it's crucial to communicate your specific needs and expectations to ensure a successful outcome for your land sale.

## **Be Prepared for the Possibility That Your Land Might Take Time to Sell**

Selling vacant land requires a different timeline compared to residential properties. It's important to set realistic expectations and be prepared for the possibility that your land might not sell quickly. Land transactions typically involve a narrower pool of potential buyers, and factors such as location, zoning regulations, and market conditions can influence the time it takes to find the right purchaser.

Patience and a well-thought-out marketing strategy are key when selling land. Understanding that the process may take time will help you avoid unnecessary stress and make informed decisions throughout the journey to sell your land.



# Expenses and Risks of Owning Unused Property

## Loss In Property Value When It Sits Unused

One significant risk of holding onto unused land is the potential for a decline in its market value over time. Property values can fluctuate due to changing market conditions, and if your land remains undeveloped, it may not appreciate as you'd hoped. It can impact your potential return on investment if you decide to sell.

## Potential For Trespassing or Unauthorized Use

Vacant land can be inviting to trespassers, and neighboring property owners might encroach onto your land unknowingly or intentionally. Addressing these boundary issues can be both time-consuming and costly.

## **Becoming a Target for Illegal Dumping, Resulting in Fines from City Liens**

Vacant properties can attract illegal dumping, affecting the land's appearance and resulting in fines in the form of nuisance liens from city authorities. Cleaning up dumped debris and managing city liens can add to the financial burden of owning unused land.

## **Legal Issues: Injuries on the Property**

Suppose someone is injured while on your vacant land, whether they are trespassing or you're aware of them being on the land. You could be held liable for their injuries and costs associated with the rehabilitation. It may lead to legal disputes and potential financial consequences. Proper liability insurance is essential to protect yourself in such cases.

## **Ongoing Taxes and Upkeep Issues**

Land ownership often entails ongoing property taxes and maintenance costs. These expenses can add up, especially if the unused land provides no income to offset these financial burdens. Be aware that if you do not pay these, they can build up and attract interest, so you're liable for even more costs. In some cases, unpaid taxes can mean you will lose the property in a tax sale. This can also affect your credit score, and have detrimental effects on the long term.



# Ideas to Utilize the Funds After Selling Your Land

## Use the Sale's Proceeds to Clear Debts

Using the proceeds from selling your land to clear debts is a smart financial move. It offers several benefits, including reducing financial burdens, saving on interest payments, improving your credit score, and providing peace of mind.

Prioritize paying off high-interest debts first and create a clear plan for allocating the sale proceeds towards debt repayment. Seeking financial advice or consulting with a financial planner can ensure this strategy aligns with your broader financial goals, ultimately leading to improved financial well-being and greater financial flexibility.



## **Selling Unused Land Can Offer Financial Peace of Mind**

Selling land you no longer need can provide a welcome financial boost. By converting dormant assets into cash, you can reduce financial burdens, simplify your finances, and find peace of mind. It's an opportunity to refocus your resources on your financial goals and priorities without the stress of managing underutilized property.

## **Reinvest the Additional Funds in Other Ventures**

Reinvesting the proceeds from selling your land into other investment ventures is a strategic move. It allows you to diversify your financial portfolio, generate passive income, and potentially grow your wealth.

Whether you aim to achieve specific goals, secure your financial future, or enjoy greater financial freedom, wise investment choices can help you get there. Remember to research and plan carefully, considering your objectives and seeking advice when needed to make the most of these opportunities.

# Put the Money Towards a New Home or Renovate Your Existing One

Opting for a new home offers the opportunity to upgrade your lifestyle and find a property that better suits your needs, potentially serving as a long-term investment with property appreciation over time. It provides the stability and ownership associated with homeownership but comes with considerations like mortgage rates and ongoing costs.

On the other hand, renovating your existing home allows for personalization, cost-effectiveness, and the potential to increase property value while ensuring you remain in a location you love.

## Helping Family

Once you get funds from selling your land, you can assist your family with a more rewarding benefit, as many family members often do not want the land passed down to them. Here are a few ways you can do so:

**College fees:** Funding educational endeavors, such as college fees for your children or loved ones, can provide them with valuable opportunities for personal and professional growth.

**Passing down cash rather than land:** Opting to pass down the proceeds from the land sale rather than the land itself can simplify the inheritance process for your heirs. It can prevent potential complications and disagreements among heirs, ensuring a smoother transition of assets.

**Taking a vacation:** Treating yourself and your family to a well-deserved vacation can create lasting memories and provide a time to connect together, thanks to the proceeds from the land sale.



### **Inheriting Land Can Create Complex Heirship Issues**

Passing down the land to heirs can lead to complex heirship issues that may pose significant challenges. These complexities can range from disputes over property rights to unclear ownership shares among heirs, and general family disputes, making it exceedingly difficult to navigate the sale process.



In such cases, selling the land can become daunting and protracted, potentially resulting in financial and emotional strain for all parties involved. Careful estate planning and clear communication among heirs are crucial to avoid these complications and ensure a smoother transition of assets, whether it involves passing down cash or property.



# Problems That Come with Selling Vacant Land

## Title Issues

Ensuring a clear and marketable title is essential when selling land. Title issues, such as unresolved ownership disputes or unclear chain of title, can hinder the sale process. A comprehensive chain of title review is crucial to identify and address any potential breaks in the chain.

These issues can significantly hinder the sale process and may result in legal conflicts if not addressed proactively. Conducting a comprehensive chain of title review is crucial to mitigate these risks. This process involves tracing the ownership and sales history of the land to identify and rectify any issues, ensuring that the title is free from encumbrances and disputes.

## Probate

If the land is a part of a deceased person's estate, the probate process will be required to transfer ownership to heirs or beneficiaries. Navigating probate proceedings can be time-consuming and costly and may involve legal complexities.

Navigating probate can be daunting, especially if you are unfamiliar with the legal intricacies involved. Seeking legal counsel and guidance from an experienced probate attorney can help streamline this process and ensure a smooth ownership transition.

## Flood Zones, Wetlands, and Desert Areas

Property in flood zones, wetlands, or desert areas can be subject to specific regulations and restrictions. Buyers may need to obtain permits or face limitations on land use, impacting the property's marketability.

These regulations can significantly impact the property's marketability and require sellers to provide detailed information to potential buyers regarding any restrictions or requirements associated with the land.

## Landlocked Land, Access, or Easements

Landlocked properties without legal access can be challenging to sell. Resolving access issues through easements or negotiations with neighboring landowners may be necessary to make the land sellable.

These negotiations can be time-consuming and may require legal assistance to resolve access issues adequately. Additionally, easements or rights of way can affect the land's value and marketability, making it essential to disclose such encumbrances to potential buyers.



# Handle Land Issues by Yourself or Team Up with a Land Investor

## Quick Sales Without Extra Expenses

Partnering with a land investor can offer a faster and more cost-effective path to selling your land. They are well-versed in the complexities of land transactions and can expedite the process while shouldering expenses like taxes, liens, and closing costs.

This approach ensures a straightforward deal without intermediaries, allowing you to access a reasonable cash offer for your land without the burden of commissions and extra expenses.

## They Take Care of Land-Related Challenges

When you work with a land investor, you gain a valuable partner specializing in navigating the unique challenges of selling land. These challenges can be multifaceted and may include issues related to property boundaries, zoning regulations, environmental considerations, and more.

Land investors are well-versed in these complexities and have the expertise to address them effectively. They understand the intricacies of land transactions, ensuring your sale proceeds smoothly without encountering unexpected obstacles. This expertise saves you time and effort and gives you confidence that your land sale is being managed by professionals who understand the nuances of the land market.

## They Assist with Taxes, Liens, And Closing Costs

One of the compelling advantages of collaborating with a land investor is their willingness to shoulder and negotiate the financial responsibilities associated with your land. This can include property taxes, any outstanding liens or encumbrances on the property, and the closing costs required to finalize the sale.

By taking on these financial burdens, the land investor relieves any potential financial stress, allowing you to focus on other aspects of your life. This financial support can significantly impact your overall well-being, making the land sale process hassle-free and financially advantageous.

## **Documentation and Legal Processes Handled For You**

Navigating a land sale's paperwork and legal intricacies can be daunting. Fortunately, when you partner with a land investor, you can trust them to manage all documentation and legal processes. It includes preparing the necessary contracts, ensuring compliance with local regulations and land use laws, and handling required permits or approvals.

Their expertise in these areas ensures that the sale proceeds smoothly and without complications, reducing the risk of legal disputes or delays. Knowing that your land sale is being executed precisely and by all applicable laws and regulations, you can have peace of mind.

## **Get a Reasonable Cash Deal Without Any Fees or Commission**

Selling your land directly to a land investor offers you a fair and reasonable cash deal without the burden of paying commissions to intermediaries, such as real estate agents. It means that the proceeds from the sale go directly to you, maximizing your financial gain from the transaction.

Without the need to factor in commission fees, you can make more informed financial decisions regarding using your funds, whether reinvesting, paying off debts, or pursuing other financial goals. This straightforward approach ensures you receive the full value of your land sale without any hidden costs or reductions.



## **A Straightforward Deal Without Intermediaries**

Working with a land investor provides a direct and uncomplicated path to selling your land. Unlike traditional real estate transactions, which often involve multiple intermediaries, such as realtors, brokers, and agents, selling to a land investor eliminates these middlemen. It simplifies the process, making it more efficient and cost-effective.

You can communicate directly with the land investor, ensuring your needs and preferences are understood and met. This direct relationship streamlines decision-making, negotiation, and the overall land sale experience, offering you greater control and transparency throughout the transaction.



# Meet the Owner from Longhorn Land

In 2020, Kendall LeJeune started helping land sellers with a clear vision: to assist those burdened with unwanted land and to help them realize a better future. Recognizing the challenges many landowners faced when trying to sell, Kendall crafted a streamlined solution to ensure quick sales and fast payouts.

With a track record of helping over 100 landowners, Kendall and his dedicated team stand ready to simplify your land-selling journey.



# How Longhorn Land Can Help You

## How We Work with Sellers

At Longhorn Land, our past successes fuel our future ambitions. We pride ourselves on turning the often-stressful process of land selling into a seamless, joyful experience. Our customer service team is always on standby, eager to address any concerns or questions.

Plus, our collaboration with a trusted Title company ensures all legalities are handled with precision. In essence, our mission is to offer struggling landowners a swift, fair cash deal, allowing them to redirect their focus to what truly matters in their lives.



### **We guarantee:**

- ✔ To be transparent and communicative with you every step of the way. From the acquisition process to the closing table, we inform you through every phase.
- ✔ We also cover all closing costs, so there is no cost to you to work with us.
- ✔ We will actively negotiate your back taxes and liens for you, so you don't have to, and we will help you be free of them!
- ✔ If we can't buy it due to unforeseen circumstances, we will connect you with a qualified agent who can list it, and we will share any due diligence found in the process.

## How to Contact Us

We're thrilled to hear from you and eager to assist with your inquiries about your vacant land. You can reach out to us by sending an email to our dedicated customer support team at [team@longhornland.org](mailto:team@longhornland.org).

Please provide us with detailed information about your property so that we can assist you promptly. Our support team works diligently to respond to all inquiries within 24 hours. You can also call us at **(832) 271-4755**, connect with us on [Facebook](#), or visit our website at [www.longhornland.org](http://www.longhornland.org) to learn more about us.



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