



New!

7 Disastrous Land Buying Mistakes And How to Avoid Them!

- ✓ **Fatal Investor Mistakes Revealed**
- ✓ **Save Yourself \$\$\$ and Hassle**
- ✓ **Discover Land Buying Tricks Pros Use**

www.lotexperts.com

THE 7 DISASTROUS LAND BUYING MISTAKES & HOW TO AVOID THEM!

So you're looking to invest in land? Buying vacant land has never been so easy or more affordable!

Hello! My name is Jarred, the founder of Lot Experts. I want to help you avoid The 7 Disastrous Land Buying Mistakes we see the average real estate investors making every single day!

7 LAND MISTAKES &

HOW TO AVOID THEM

1. Verify Ownership
2. Confirm Taxes are Current
3. Calculate Your Holding Costs
4. Know the Zoning & Land Use
5. Verify Public Utilities
6. Virtually Visit the Land
7. Get Proper Marketable Title



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By taking advantage of the information in this report you could literally save yourself thousands of dollars and ultimately many hassles from buying property with issues that you were unaware of. As you read this report you may think some of these are obvious, but from experience I can tell you that even the most seasoned real estate investors often neglect to conduct proper research before investing in vacant land.

So, below we present the “7 Disastrous Land Buying Mistakes & How to Avoid Them.” We are happy to answer any question you may have. You can also visit our website for more information and to view our current land inventory at: www.lotexperts.com. *Happy land investing!*

#1 VERIFY PROPERTY OWNERSHIP


One of the first details when getting ready to purchase land online is to verify the land seller matches the owner of record. In most counties this can be done easily online.



To find this, you will need to have the seller’s name and property address—including the county. If you are unsure of the county where the property is located, one option is to go to: explorer.naco.org. Here you can search by city or zip to find the County.

Once you know the county, you have two options:

1. You can call the County Recorder and ask them who owns the property at the legal description advertised. Then contact the seller and ask them to provide a copy of the recorded deed. This step is especially important when buying land online—especially through Craigslist and eBay. By doing this, you can confirm ownership and that it is not a phishing scam or someone selling land they do not own yet.
2. Another method for verifying ownership is to go to the County Property Appraiser's website. Here you can see property ownership and in many Counties actually view a copy of the Recorded Deed. Looking at the deed is also helpful to verify what type of deed was used to convey the property. This is important, as you will see in Mistake #7.

To find the County website just Google, “_____ County Property Appraiser.” On the site should be a link to “Search Real Property Records.” See the example from Lee County, FL on the next page.



[Home](#) • [Dates To Remember](#) • [Save Our Homes](#) • [Report Fraud](#) • [Site Info](#) • [Search this Site](#)

Welcome

Database Search

GIS And Photography

Reports

Taxpayer Services

Exemption Information

Land Split / Combine

Tangible Property Info

VAB Forms and Filing

Agriculture Department

Conservation Department

Commercial Department

Mobile Home

Data and Map Sales

Codes Breakdown

Real Property Search

Search for parcels by entering a value for one of the following criteria

Parcel (STRAP) Number or Folio ID

- A STRAP Number is a 17 digit parcel identifier in the form of Section-Tier-Range-Area-Block.Lot. You should find one on any official correspondence such as a TRIM Notice or Tax Bill. (ex. 13-44-24-P3-00010.0000)
- The Folio ID is an 8 digit unique parcel identifier used by the Property Appraiser's Office in addition to the STRAP. It can often be found on correspondence from our office. (ex. 10161861)
- Either the Folio ID or the STRAP can be used to search for real property.

OR

Name / Company Name

Address Source
☒ Site Info
☐ Owner Info

Address
Postal Code
Country

- Names are recorded as they are written on deeds and other legal documents. Example: WILKINSON KEN
- The minimum search criteria is a last name OR an address.
- For street addresses use standard suffix abbreviations (ST, LN, BLVD, TER, AV, DR, etc).
- For broader search results use partial names. For example, searching for "24 THOMP" will find any address where the name begins with "THOMP".
- For more narrow search results, use complete names and use combinations of fields. For example, "SMITH" in the Name field and "33901" in the ZIP Code field.
- Notice that the Country field is required.

OR

Legal Description

Show Appraisal Details ☐

[Land, Features and Building (including Photo and/or Floorplan if available) or Condominium details]

Use of this Site and the data contained in it constitutes acceptance of our [Privacy and Use Policy](#) and [Real Property Database Disclaimer](#).

Search

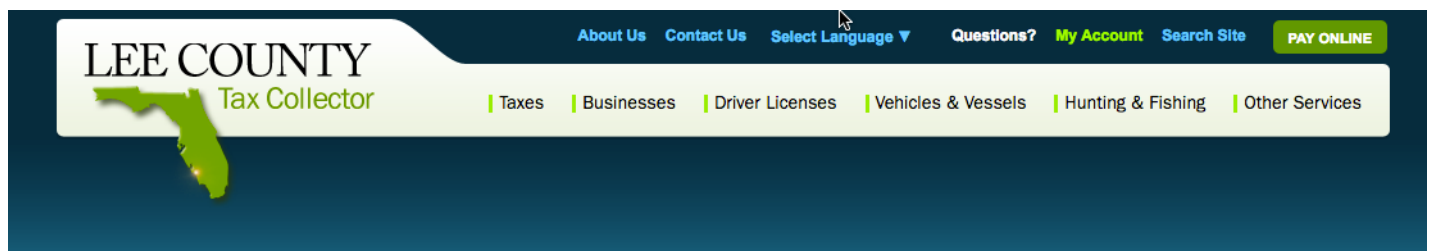
You can search records by name or address

#2 CONFIRM TAXES ARE CURRENT

There is nothing more discouraging than finding out the property you just purchased has delinquent back taxes. If you close with a Title Company or an attorney, they will look for all outstanding liabilities. But we make it a

practice to verify the Real Estate Tax status of any land we are purchasing. Again, for most Counties this information is easily accessible online.

Do a Google search for “_____ County Tax Collector.” There should be a link to “Search & Pay Taxes Online” or something to this effect. You can typically search by Owner or Property Address. Below is another sample from Lee County.

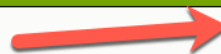


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Help

New Search		Page 1 of 1 8 matches		Show me per page 20	Go
Account	Tax Year	Name/ Address	Status/ Outstanding Balance	Options	
08-45-27-23-00115.0020	2016	DANIEL L. & MARY A. J.	PAID	Details	eNotify
08-45-27-23-00115.0020		355 TINAFORE AVE	PAID	Details	eNotify
08-45-27-23-00115.0020			PAID	Details	eNotify
08-45-27-23-00115.0020			PAID	Details	eNotify
08-45-27-23-00115.0020			PAID	Details	eNotify

**Verify the current
and past taxes are
recorded as paid**



#3 CALCULATE YOUR HOLDING COSTS

I believe land ownership has the potential to be one of the safest and most profitable long-term investments. As we know, many of the very wealthy hold huge portfolios of real estate. However, if you have high holding costs, land can be a drain on your cash flow. Ideally, you want to find areas where value appreciation exceeds holding costs.

Common holding costs may include:

- Real Estate Property Taxes
- Property Assessments
- Property Owners Association Dues
- Property Maintenance
- Liability Insurance
- Utility Service, etc.

At Lot Experts we have spent hundreds of hours researching areas to find land deals in areas that have very low holding costs. All of our available lots meet these criteria.

Though we will invest in Deed Restricted Communities with P.O.A. fees, as a general rule we like to see them below \$150 per year.

Flood Insurance:

There is another cost to be aware of that may not surface until you decide to build. This depends on whether or not the property is located in a Flood Zone.

In some parts of the County, like Florida, it is typical for land to be in some type of flood zone. Depending on the level of classification a special flood insurance policy may be needed when you go to build a home.

Be sure you understand the ramifications of your particular location. Do you want to see if your property is in located in a flood zone?

One quick way to verify is to check the FEMA flood maps in your area. You can do this by visiting msc.fema.gov. You can also try FreeFlood.net for another user-friendly way to find the same information.

In many areas:

- Zone A means a 1 percent chance of annual flooding—flood insurance is required when building here.
- Zones C or X are in the ideal rating—that means less than .2 percent chance of annual flooding.

#4 KNOW THE ZONING & LAND USE

Most of the land you'll encounter has some kind of zoning requirements and/or usage restrictions in place. Every municipality in America has a plan for how they want different sections of their land to be used—regardless of who owns it.

If the property is a part of a Home Owner's Association it will likely have even more stringent restrictions such as the size of homes to be built, etc.

Usage restrictions and zoning ordinances are designed to maintain order and support the value of each property. Always make sure you understand what the rules are BEFORE you buy a parcel of vacant land.

Contact the County Planning and Zoning Department and confirm that your intended use is permissible such as parking an RV or mobile home, camping, hunting, building a manufactured home, raising animals, etc.

It is terrible to own land and then discover it does not permit your desired use. We've seen too many people purchase their dream property only to find out later it wasn't zoned for their desired function.

We recently sold a vacant residential lot to an individual from a neighboring town. He used it to store all of his trailers, RVs, and equipment only to find out ten days later that Code Enforcement didn't think this was such a great idea!

#5 VERIFY PUBLIC UTILITY AVAILABILITY

Those of you looking to invest in property and keep it pristine and unaltered won't have much use for utilities. For everyone else, utilities are a vital element of the equation. If you are looking to build, one way to bypass this concern entirely is to buy vacant land that has utilities installed.

Of primary consideration are city water, city sewer, and electric or gas service.

Some land will have electric to the lot and for others it may be a ways off. Electric companies often charge by the pole to bring electric to your lot. If you intend on building you may wish to contact the local power company and have them quote you on this expense prior to building.

Vacant lots that aren't close enough to city water and city sewer will require wells and septic systems. Though this is standard in many areas of the county, it could mean added expense when building.

#6 VIRTUALLY VISIT THE LAND

YES! In today's technological world there are some great ways to virtually visit property. As a disclaimer: I would not advise anyone to buy land that they haven't physically seen. But sometimes going and visiting in person just isn't practical.

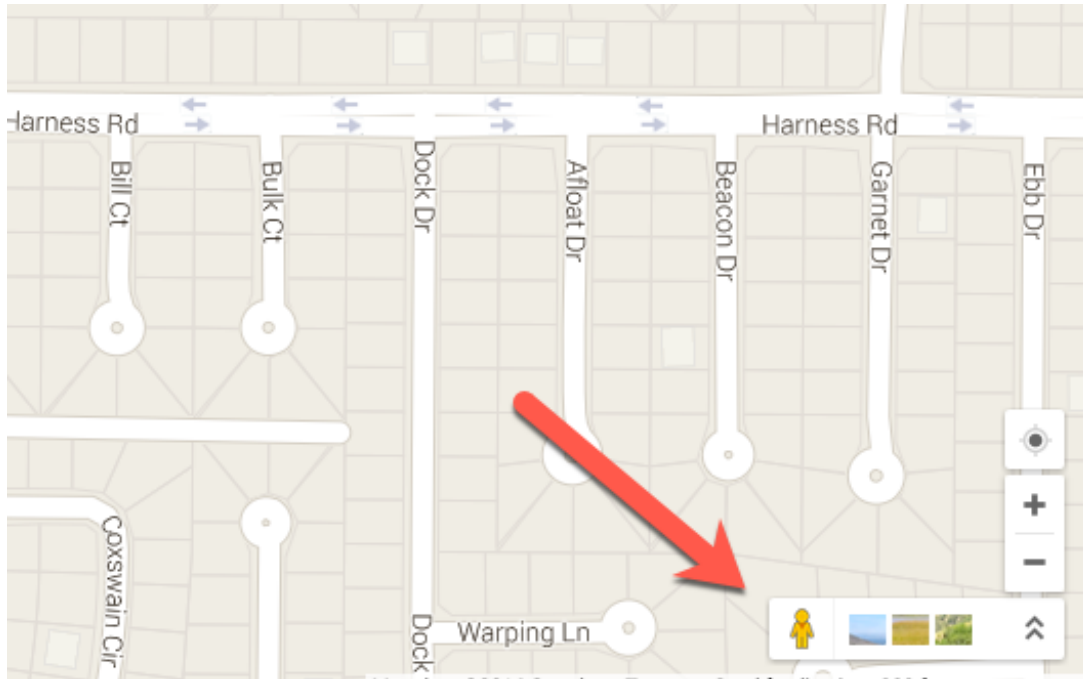
Virtually visiting the land will help discern property characteristics in a way that facts and figures don't. For instance a property that is 7,500 square feet could be 75' wide by 100' deep. Or it could be 10' wide by 750' deep. Yes, there are many parcels of odd sizes that are nearly worthless. Having an aerial view will give a better indication if it is suitable for its desired land use.

Another reason to virtually visit the land is to get a grasp on the topography. Is the property level? Is it too steep to build a home or use for recreation?

Virtually visiting the land is also helpful to check out the road access and the surrounding area. Does the lot next to yours have an eyesore of a house? Does the parcel border an industrial site or other less than desirable facility?

These are all important factors to take into consideration when deciding to purchase land. So what are some of the tools we use?

- Google Earth: This is one of the best ways to get a lay of the land—and it's free! You can download the software, search for your property using the address or coordinates, and zoom in using your mouse buttons and the control and shift keys on your keyboard. This will allow you to tilt the earth on its side so you can see precisely where all the hills and valleys are in your area. This software provides a crucial perspective. [<http://earth.google.com>]
- Google Maps with Street View: If you are an investor you may already be using this tool. It is a great way to check out nearby homes, road access, etc. Tip: I like to use Street View to look for power poles confirming electric access. [<http://maps.google.com>]



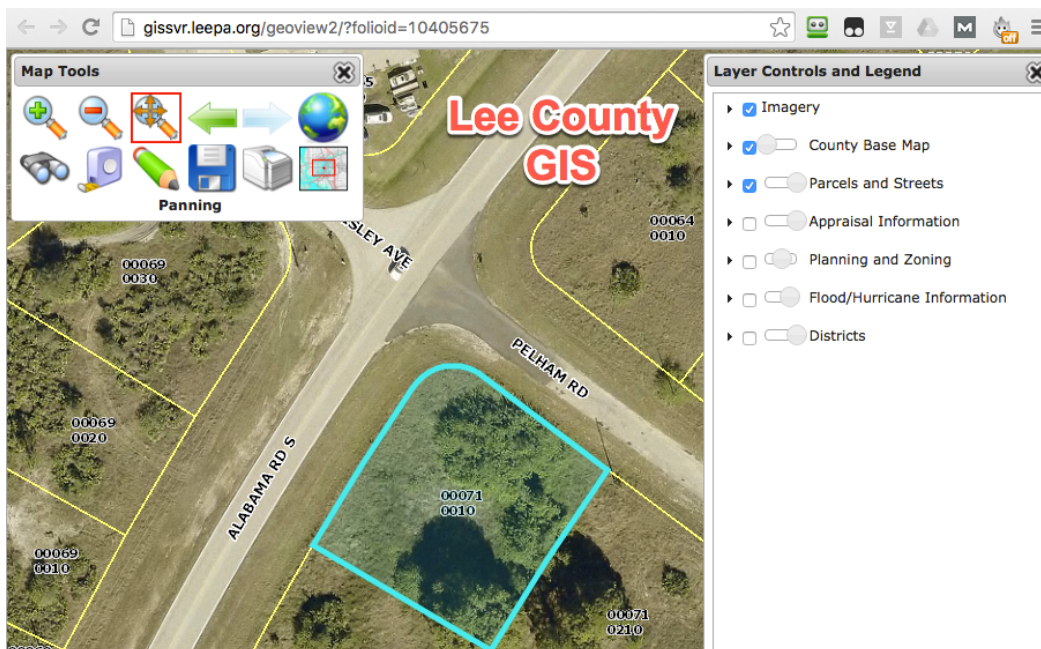
(Above) Just drag the little yellow guy onto the road (it will highlight blue where available) and you will be given a street view. (Below) Take note of the image capture date as you move around.



- GIS Mapping Systems: A vast majority of the counties in the U.S. have what's called a "Geographic Information System" (GIS). It tends to be more reliable than third-party mapping systems and will provide additional data such as:

- Property Sizes
- Property Dimensions
- Property Ownership
- Precise Property Locations
- Property Assessed Values
- Property Zoning, and more

Though it takes a bit of a learning curve, it is well worth the effort. The easiest way to see if your county uses it is to Google search, "_____ county GIS."



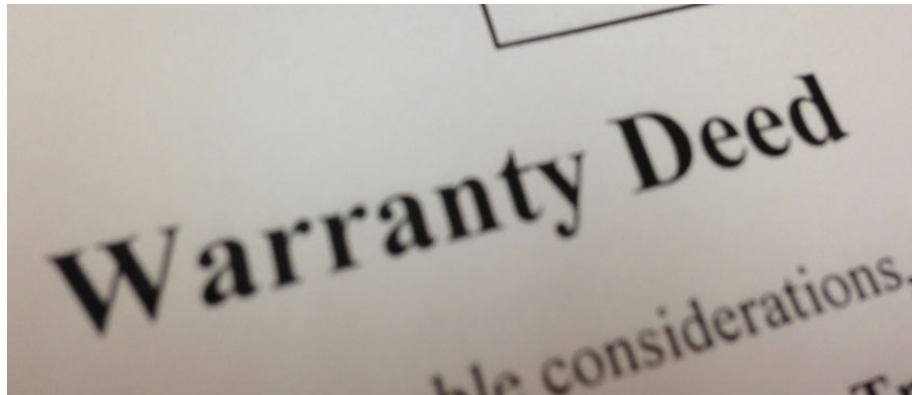
#7 UNDERSTAND THE DEED TYPES

As you know, when a seller sells their property their title is transferred to the new owner by means of a deed. But did you know that there are many types of deeds and that each deed type conveys a different guarantee. Below we discuss the three most common deeds.

1. Quit Claim Deed: This is the lowest of the 3 deed types. It basically transfers the property with no guarantees of a free and clear title. It simply transfers to the buyer whatever rights to the property the seller had. So if the seller didn't have rights to transfer the property, then it transferred no right to the buyer.
2. Special Warranty Deed: This deed provides two warranties to the buyer:
 - a. The seller warrants that they own the property.
 - b. The seller warrants that during their ownership period there have been no liens or encumbrances placed on the property.

So basically, the seller is saying that they warrant the property during their ownership only and not during any time outside of their control.

-
3. Warranty Deed: This is the king of all deeds. This deed basically warrants to the buyer that the title is clean not only during the current owner's period but that the deed is clear of liens and encumbrances from the beginning of time.



As you can see, the best way to take title to a property is through a Warranty Deed. If a land seller is going to convey ownership through Special Warranty Deed or Quit Claim Deed you may wish to dig a little deeper into the reason they are not guaranteeing the title before their ownership.

Please note: If the property you are purchasing is a substantial monetary investment, the best and safest way to close the transaction is through a reputable title insurance company. The title insurance company will handle all the documents, escrow, and provide you with a preliminary title report that outlines any taxes owed, liens, or existing mortgages.

Our Land Comes with a 100% Satisfaction Guarantee!



“If for any reason you are not 100% completely satisfied with your land investment, simply let us know within 90 days and we’ll exchange it for a comparably priced lot—no questions asked!”



9 Reasons Why You Can Safely & Confidently Invest in Land From Lot Experts

1. 100% Satisfaction Guarantee!
2. Guaranteed Free & Clear Title!
3. A+ BBB Accredited Member through our parent company Prosperity South, LLC!
4. Happily serving our land customers since 2003!
5. We've spent 100's of hours researching the best areas to invest in land!
6. Hundreds of satisfied customers!
7. You're dealing directly with the owner!
8. We handle all the paperwork!
9. We're land investors too!



About Lot Experts:

Your Trusted Land Experts Since 2003



Since 2003, Jarred & Rochelle have been helping real estate buyers find their perfect land investment and/or residential home site. Our business model is simple: We purchase vacant land at a deep discount and pass those savings on to you.

How do we do this? We often acquire land in large bulk packages, have connections with banks, and are networked with other land dealers in the industry. In turn, we sell most of our residential lots 20%-40% below retail market value. Many of our clients are repeat land investors—most living out of state.

With years of experience we have learned which areas are most desirable and bring the largest return on your investment. Many factors are taken into consideration. Location is crucial for profitable land investment. Just because land is cheap does not mean it is desirable. Some land sellers list land that has poor access, no utilities, environmental issues, and other detriments. We spend hundreds of hours researching land investment locations. All of our lots have close proximity to shopping, golf, restaurants, and outdoor recreation. When you go to sell or build, this is what buyers are looking for. Let us help you find that perfect home site or land investment!

Land Buyer Testimonials:

- Smoothest real estate transaction in which I've ever been involved."
- "Professional service, great communicator, smooth, easy transaction."
- "Quick responses. Very professional. Highly recommended."
- "Great Deal & Quick Close, Highly Recommended."
- "Excellent transaction, great communication, first class all the way!"
- "Excellent to work with. Very good about communicating on status of the purchase."
- "Reliable land dealer. Rapid processing. Very highly recommended."
- "Excellent! Very fast and friendly, gives updates! Thank you very much!"
- "Thanks will do business again."
- "Great Transaction...Jarred is the ultimate professional. Thank you."
- "Very honest, diligent, and trustworthy person."



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