

# KEEP Or SELL Your Vacant Land?

**Make The Best Decision Without  
Losing Your Mind!**



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# Foreword

If you have owned vacant land that has just been sitting idle for decades and whenever you think of selling it, you find a reason not to – then you’ve got yourself a problem. Most landowners face this dilemma when considering what to do with their vacant land. Their attachment to the land over the years has become such that they don’t wish to give it up. After all, it is one of the most valuable assets someone can own.

Most landowners are unaware that regardless of the location or size of your vacant land, there are many downsides to owning it for you and your family. When you decide to hold onto vacant land, you must understand that it is a risky asset as it will not generate any income as long as it is idle. It will use up your current savings. Even though the land is an asset, it will require additional costs for upkeep or vegetation maintenance. Additionally, taxes will need to be paid on it.

Some landowners consider this a perfect opportunity to sell off their land. There’s nothing like having a real estate asset, such as vacant land, that you’re ready to sell for a reasonable price. Even though navigating these waters can be difficult sometimes, you must have a game plan so that you don’t drown in the complications and be able to complete the sales process with ease.



If you lack the experience and wish to get the job done fast, hiring someone with the required knowledge and expertise is crucial. The individual must be well-informed about the vacant land market (as it is a niche), experienced (successfully sold vacant land in the past), and passionate (which will determine the dedication towards your land) in the land selling market.

This eBook will allow landowners to understand the many advantages of selling their vacant land through a professional land investor. It will help them see that they have many options when deciding what to do with their land. With the sale of land, they can invest the cash in multiple ways and utilize it to deal with other essential financials for their family members.

# Holding VS. Selling Land for Cash

## What's the Opportunity Cost?

### If You Decide to Keep Your Land:

#### You Will Continue to Pay Taxes, Liens, Insurance, Etc.

Owning vacant land is not for every property owner. It comes with its own set of expenses that must be paid throughout the years; such as taxes, liens, utilities, and liability insurance, to ensure that it stays safely under your name. Most landowners find these costs frustrating and unending.



Taxes are one of the most common expenses of owning vacant land. They are often overlooked, and there comes a point where you end up paying an arm and a leg for all the times you didn't pay before. It is a landowner's responsibility to pay taxes on time or face the penalties.



## **If You Have Tax Issues, You Can Lose Land Because of A Tax Sale**

A landowner must pay their taxes regardless of whether the land is being put to good use or not. A tax sale occurs when a taxpayer reaches the maximum point of delinquency in their owed property payments. There are two types of tax sales – a tax deed sale is when the land is sold at auction, including the unpaid taxes, and a tax lien sale is when the lien on the land is sold to a buyer. In either case, once the sale is over, getting your land back is very, very difficult.

## **Your Cash Is Locked In the Land, So You Can't Do Anything With It**

A large sum of your money may be tied up in your vacant land. You can't get cash in your hand unless you sell it. And selling land is not a two-day task. So, if you require instant cash, you can't rely on your vacant land for it. You'll have to figure out another way to manage your finances. In short, if you need to liquidate fast, then land is not the answer to your problem.

## **You Need Time & Money to Maintain Your Land**

In most subdivisions you will incur the consistent cost of land maintenance. No one wants to look at the land that is not well-maintained and most HOAs won't allow it. The landowner is responsible for keeping the land in good condition, which means more money and time must be spent in maintenance.

If your land is in an area with constant rain and flooding, you're in for even more ongoing expenses. Cutting grass, cleaning up after illegal dumping, maintaining or repairing fences, trash removal, securing the land, and preventing trespassers from trashing your land all come under maintenance and upkeep. Failing to pay maintenance and upkeep costs on your land can potentially see you get a nuisance lien.

## **If the Market Goes Down, Your Land Can Lose Value**

The land market fluctuates, and land prices rise and fall over time. The land will lose its value, and the landowner will suffer a loss. It can be an alarming situation for a landowner, primarily if they need to sell off their land fast and the market is down.

## **If You Decide To Sell Your Land:**

### **You'll Unlock the Cash & Can Use it However You Need**

Selling unused and idle land is an intelligent decision. Every individual/family has their set of duties that needs to be fulfilled, most people nowadays prefer to liquidate their properties and turn them into cash for their current expenses or acquire an asset that performs better than vacant land and doesn't come with additional costs.



Unless the property is a farm or a building that can generate a good amount of income, it is best to turn your land into something better to give you and your family the financial boost you need to live life accordingly.

## **You Can Invest Cash or Increase Your Savings or 401k**

Investing in other cash-flow-positive assets is a brilliant idea. It will help turn this cash into a more profitable investment and allow future generations to reap its benefits. An alternative strategy to making great use of your vacant land is to sell it for maximum cash and then invest in dividend stocks or bonds.

If you have a college bound person in your life, you could direct cash from the sale of your land to a state sponsored 529 saving plan. Use this state-sponsored college savings plan to help pay for their education expenses.

Lastly, if you have a 401(k) plan or an Individual Retirement Account (IRA) you could direct money from the land sale towards helping yourself during your retirement years . If you decide to sign up for either type of plan, you'll have an assurance and peace of mind that you are putting away for yourself during your retirement.



## **You No Longer Need to Invest Your Valuable Time to Maintain the Land**

Owning vacant land is not easy. It comes with expenses that must be paid throughout to ensure it stays under your name and is properly maintained. Many people cannot follow through on these commitments and thus decide to sell the land off. It is a practical decision as it allows you to focus on other essential things in your life. You get more free time for your work and family.

## **No More Taxes, Liability Insurance, And Other Land-Related Expenses**

It is difficult to manage expenses such as taxes, liability insurance, etc. Once you sell off the land, you free yourself from the ongoing financial burden. You get rid of the high costs. You can now save up that extra money and the cash you get from your land sale and invest it in a place where you get high returns. This way, you can utilize the funds for other purposes and get the financial boost you need.

# 5 Sustainable Ways of Using Your Vacant Land:

Is your idle land bothering you? Do you wish to utilize it in the best way possible? Know that the actual value of your vacant land is highly dependent on its potential. So, before people tell you to sell it off, here are a few sustainable ways to use your vacant land.

Remember that wherever your land is, it is crucial to consider its zoning laws and whether it is for recreational or commercial use.



## **You Can Use the Land as Storage**

A storage facility is an excellent use of your vacant land. It is one of the more practical ways to make a profit. It is an excellent opportunity for your land and is surprisingly simple to set up! You can choose between setting up a self-storage facility or an outdoor vehicle or boat storage facility. Then, you can start charging people a set fee to park their Recreational Vehicles (RV) or boats in your outdoor facility.

However, you might have to make a few changes to the land, such as building a fence or gate in the latter option, but that's pretty much it. It is a low investment that will give you great returns as long as you have navigated the zoning laws and got approvals from the right authorities.

## **You Can Use the Land as A Parking Lot**

You're lucky if your vacant land is close to a tourist spot or a landmark always crowded with people. You can turn your land into a parking lot. You can set the ticket prices per the standard rates for using your parking space, which will be an excellent source of income. It gives you the perfect opportunity to create cash from your vacant land. Again you do have to navigate the zoning laws, ordinances and get approvals from the town authorities.



## **You Can Use the Land For A Side Hustle**

A side hustle is a great way to get additional money. All you have to do is decide what business really appeals to you. If you live in the same location as your property, you have the advantage of being able to use the land for anything from bee keeping to growing Christmas trees.

Thus, all these options are plentiful. Of course, your options will vary depending on your zoning and location. It depends on what's convenient for you to invest your time and money and if you actually have the time, money and motivation to do it in the first place. Building something out of bare land takes a lot of patience and skill and you need to have the time and energy for it.

## **You Can Lease Your Land**

Leasing is another way to make great money on your vacant land. It will ensure that the work being done is sustainable. You can lease it out to farmers, agricultural businesses or even to hunters. Make sure to follow all the state and county regulations for zoning and for conducting any sort of business on the land.

Farmed land can be sold for a very high price per acre, which has immense scope for vacant landowners. However, you must consider the size of your property, soil, and climate before leasing your vacant land to farmers or agricultural businesses.

## **You Can Use It For Recreational Purposes**

Landowners who have vast property can use it to their advantage. It allows for recreational activities such as dirt biking, hunting, fishing, camping, paintballing, snowmobiling, and so much more. Additionally, if you think about using your land for any of the activities mentioned above, know that it would require little to no development and very little maintenance, which is a plus for you.

You can also lease out your land to others for recreational purposes. But this would require that you purchase some hefty insurance to ensure that you are not liable for anything that happens to anyone on your property.



## **Is It Worth Your Time?**

REMEMBER - All sustainable ways of using your vacant land take money, effort, and, most importantly, your time! Thus, you must ask yourself if it's worth it. Whatever option you decide on, keep in mind their pros and cons. Sit down with your family if need be and decide mutually on what to do with the land, including selling it.

However, if you think you need external help, you can always talk to a land investor.

# Ever Considered Going Off-Grid?

## What Does Off-Grid Living Look Like?

Going off the grid might be the lifestyle you need to adopt if you're looking for absolute freedom. This type of living means you won't have any connections to public utilities such as electrical lines, water, gas, sewer systems, etc. It is a form of independent living and can scale from residential homes to small communities. It is the most efficient, minimalistic, and self-reliant lifestyle.



Off-grid living allows individuals to be self-sufficient, which is highly beneficial for those living in an isolated area. It allows you to reduce environmental impact and the cost of living. Even though it is a challenging job to get everything established, with consistent hard work and the right equipment, you can build yourself an entirely self-sufficient homestead.

### **What Do You Need to Live Off-Grid?**

It's not as simple as moving to the woods, building a cabin, throwing solar panels at the top of your house and a wind turbine, or drilling a well. It requires solid planning, preparation, and hard work to move off-grid. And even once you're done, you need to maintain your homestead.



Here's all that you need to live off-grid:

- Land: You must find a suitable location in areas where building codes aren't applicable and you won't face issues with permitting regulations. The land is cheaper in such areas, and the taxes are also lower.
- Access to your property: A lot of the time you may own a piece of land but you need to clear the road of trees before you can access the property. This is especially an issue with remote areas where roads haven't been developed. You'll need to bring the right equipment to clear the way once you have adequate permissions from the County.
- Shelter: We all need shelter to survive. You can choose what your off-grid home will be like, and it can be in the form of a cabin, a tiny house, a mobile home, a yurt, a wood-framed house, etc. You must decide this before making a move.
- Water & water collection system: You need access to clean water to live off-grid. You can opt for a portable water collection system. It could be attached to your home's gutter or placed on your roof to collect rainwater.
- Food: Living off-grid usually means needing to grow your food. There are high chances you will not be close to the grocery stores, and the best way to combat the situation is to use greenhouses and gardens.

- Power generation system: This is where you feel like you're living off-grid. You will not be connected to the power grid. Thus, you'll have to generate electricity yourself. Having a power-generating system with backups will help run all your appliances.
- Power storage system: It's all good till you're making your electricity, but what happens when the sun is out? So unless you have a storage system, you will not have access to electricity. For that, you need a battery power storage system. All of these can turn out to be expensive investments – but these can prove to be worthwhile if your heart is really set on going off-grid.
- Waste disposal & septic system: This is a huge issue. You'll have to deal with waste disposal and need some waste disposal or a conventional septic system. Make sure you follow the federal guidelines.
- The mindset & will to live off the grid: You must ensure you're ready for this off-grid commitment. It requires sharp focus and motivation. If you have a family with you, you'll have to be mindful of every little thing before making such a massive shift in lifestyle. In an off-grid situation, every member of the family, including the tiny ones need to be fully brought into the work that this brings to them on a daily basis.

## **What is the Average Cost of Setting Up an Off-Grid Home?**

Some individuals might be shocked to read this, but your off-grid lifestyle will cost you more than you think. And it only makes sense why. It requires you to get your land, shelter, power system, septic system, well digging, equipment, etc., if you're someone who will do most of the work themselves, and you get a cheap piece of land in a remote area. Then an off-grid home might cost you between \$10k to \$20k. However, most individuals who go all out to get the best off-grid living experience generally spend at least \$100k on their property and home.

Owners who want to profit from their off-grid homes need to buy top-quality land with easy access and a more significant acreage and be ready to put in complex systems that will function day in/day out regardless of the weather. In such cases, the price can go up to \$200k or more.

\*The costs will vary greatly depending on the location and technology used in your off-grid home.



## **Where Do You Find Buyers Who Might Want to Use Your Land for Off-Grid Living?**

A land investor is the best way to find these types of buyers for your land. An experienced land investor who has in-depth knowledge of off-grid living or green homes can ensure they use their network to help guide the right owner to utilize the land in the best possible way, saving you the time and energy.

# 3 Ways to Sell Your Land:

## Selling Land By Yourself (FSBO)

It is usually the most challenging way to sell your land, primarily if you have zero experience in it so far.

### Are You Ready to Do 100% of the Work?

Selling vacant land yourself requires a lot of work to be done at your end. It requires a lot of money, time, patience, effort, and consistent hard work. You need to set up a for sale sign, take professional photos, capture some aerial shots, post them everywhere online, and deal with the different types of individuals who approach you.



## **You Need to Know How to Market Your Land**

If you've no experience with marketing and vacant land advertising, you'll probably have a hard time doing this. Buyers tend to have a lot of questions that you may not know how to answer. You are more likely to undersell your land if you don't have the required selling tactics.

## **You Need to Make Sure the Sale is Secure, and Closing is 100% Legal**

A vacant land sale requires a lot of legalities to be fulfilled. You need to ensure all documentation is completed and submitted.. Even if a single document is missing, that could stall the entire process. The sale should be secured, and so should the closing.

## **Prepare to Answer Hundreds of Questions About Every Single Detail**

Do you think you're ready to answer all the questions that come your way? If you don't have any prior experience with vacant land selling, chances are you don't know half the information yourself. There are a lot of technicalities with selling land, and you need to be sure of everything before you proceed further.



## **Selling Land with a Realtor**

Realtors are professionals in property dealings – buying and selling homes. However, in many cases, they don't have adequate experience with selling vacant land. A realtor would be great at showing your property to future clients – especially when it is a home with a lot of features.

## **Realtors Won't Deal With Problem Properties and Won't Solve Land Issues**

One of the main disadvantages of working with a realtor is that they don't take properties with issues such as liens, back taxes, probates, etc. They tend to not understand the nuances of land. No realtor would assist you in fixing issues with your vacant land. They expect you to have a clear title, all your taxes paid, and not have any historical problems with your land before they work with you. You can't rely on them to help you with your land-related issues.

## **They Don't Like Land Because of How Low the Commissions Are**

Realtors charge commissions for their services. The price of vacant land in a locality is usually lower than the price of land with a home on it. Hence the commission the realtor is likely to get from a vacant land sale isn't often very attractive to them. If you list your property with a realtor, chances are it will stay listed for months and months to come. It takes a bit of motivation to sell land.

## **Your Land Can Sit Idle for Years, and Your Expenses Will Continue to Rise**

A realtor doesn't guarantee that your land will be sold. Since land selling is not their domain, they can only make so much effort. Your vacant land can be on the market for months or even years. If your land comes with its baggage, then there are high chances of it not selling. Thus, you will keep paying taxes, and your expenses will only rise.

## **You Can Pay Up to 10% Commission in the Case of a Sale**

Realtors often make mistakes like setting the market price of vacant land too high. Since they work by commission, they are motivated to bag a higher sale price. The higher that is, the more commission they get, after all. Since a realtor only works on a commission basis, they can go up to over 10%.



### **You'll pay for surveys, title work etc**

When selling land with a realtor you will need to bring cash upfront before a buyer even commits a down payment to you. You'll have to pay for surveys, perc tests and title work which can all amount to thousands of dollars.

### **Selling Land to a Professional Land Investor**

A land investor is a professional in the land-selling market. They are well aware of the ins and outs of the market and will give you a realistic value for your land. They are your all-in-one solution. Regardless of the issues with your vacant land, unpaid taxes, the condition, etc., they will work with you. A land investor will support you, assist you in all matters regarding your land, and ensure a fast-selling process, as they are your end buyer.

## **The Fastest and Zero-Fee Process Ensures No Wasted Time or Money**

A land investor is focused on understanding your land better so that they can put their money down into this investment. They are experts at identifying what can be done with the land. They charge you nothing for doing the work of due diligence, clearing title and back taxes. This way you can sit back and relax while they take care of all the hard work.

They are known to act quickly and diligently to ensure you a sale. They are the ideal people to approach.



## **They'll Fix All Land Issues and Do All the Paperwork, So There is No Stress**

A land investor will come to your rescue! They will pay back your taxes, saving you from losing your land to a tax sale. They will also remove liens and take care of title issues that may have delayed the sale. They are the only ones who will buy your land just as it is. You don't need to prep it to make a sale.

## **You'll Get Fair Cash Yet Won't Pay Any Closing Costs or Commissions**

It is something that most people are unaware of. A land investor doesn't charge you a fee or a commission. You don't have to pay them anything and can still expect a smooth vacant land selling process. It will allow you to save thousands of dollars and utilize that money for more important dealings.

A land investor knows the actual value of your vacant land. After all, that's their area of interest. They have the expertise and knowledge to set a fair price for your land, what you deserve.

## **They'll Pay Back Taxes, Liens and overdue HOA fees**

Land Investors have a streamlined process and approach to all their vacant land sales, dealing with short and long-term goals. You have nothing to worry about if you have a complicated land history or a overdue taxes. All hard work is done for you.



## Meet Priya from Good American Lands

Priya Menon is a seasoned real estate professional who leads with heart and integrity. She firmly believes that what goes around comes around and works hard to come up with win-win scenarios for her clients. She consistently thinks outside the box when it comes to solving problems for her clients and tries to make transactions as easy as possible for all parties involved. In multiple cases, she has been the solution enthusiast who could solve problems clients had with land in a different state. Transparency, openness, and efficiency are some of her core values that anyone dealing with her can expect.

# How Good American Lands Can Help You

## How We Work With Sellers

We created this company to help people like yourself find value in an illiquid asset. We wanted to help people create liquidity out of their real estate assets easily and without any trouble.

Our most important values you can depend on are trust and transparency (to do what we say and say what we do), knowledge (to help you in every step of the buying process), and simplicity (so the process is a piece of cake for you).



## How to Contact Us

When you work with Good American Lands, we will buy your land as-is, regardless of its condition, and give you a fair cash offer right away.

You can contact us by calling (888) 573-8307 or email us at [priya@goodamericanlands.com](mailto:priya@goodamericanlands.com) to discuss your land. You can also visit our website at [www.goodamericanlands.com](http://www.goodamericanlands.com) and request your fair cash offer today!

