

Resolving Land Issues And

Clearing The Path To Your Land Sale

Expert Strategies To Overcome
Common Land Issues!



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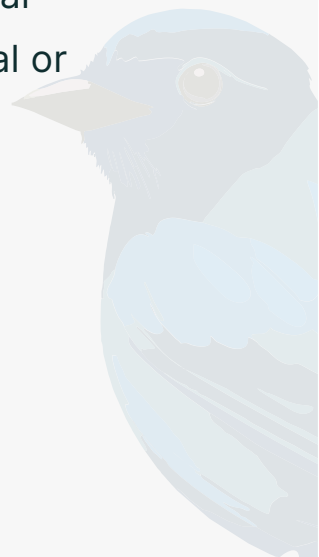
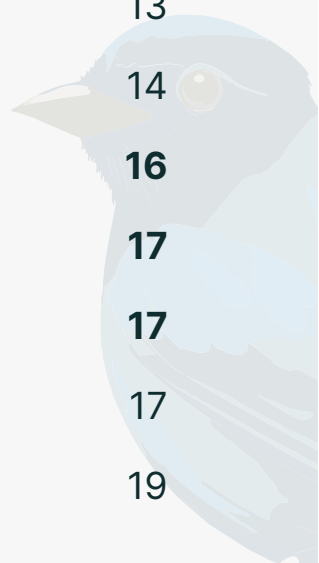


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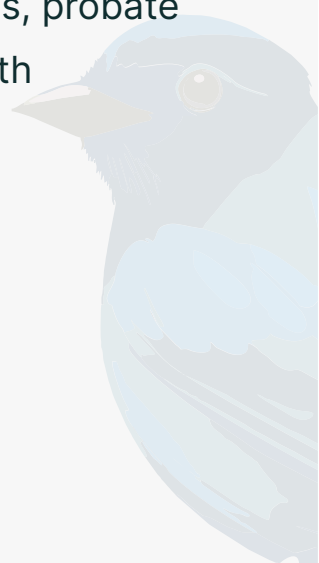


Foreword

In the vast landscape of real estate, the journey from land acquisition to a successful sale is often filled with potential pitfalls and challenges. This eBook is a guiding compass for those navigating the intricate terrain of property ownership, offering expert strategies to overcome common obstacles and secure a seamless transaction.

The intricate dance of property ownership is not without its complexities, and this comprehensive guide delves into two crucial aspects that can significantly impact your land journey. Firstly, it equips you with the knowledge to safeguard your property against the ever-present threat of fraudulent activities. From utilizing county resources to monitor your property's records to preemptively addressing issues that may arise during extended absences, this section provides a blueprint for maintaining the integrity of your title.

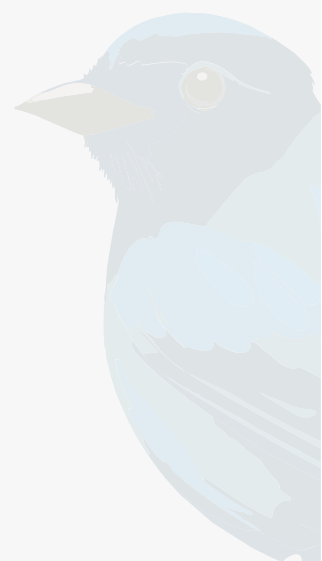
Secondly, the eBook explores the typical title issues that can thwart your land sale dreams and provides practical resolutions. Whether you're contending with an unclear chain of title, encroachment problems, probate complexities, or the burden of liens, this guide empowers you with actionable steps to navigate these challenges confidently.



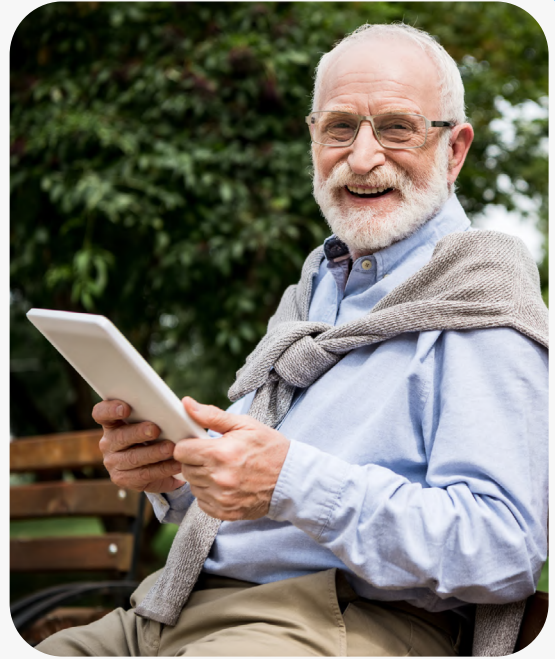
As you embark on the journey to sell your land, the eBook has three distinct pathways, each with its considerations. From the do-it-yourself approach of selling independently, where you shoulder the responsibilities of marketing and navigating potential buyer interactions, to enlisting the aid of a realtor who may bring expertise but also comes with associated costs and potential delays. Lastly, the guide explores selling to a land investor, a streamlined process that offers speed, convenience, and relief from additional financial burdens.

Throughout the pages of this book, the expertise, and insights shared are not just a testament to the intricacies of real estate transactions but also a valuable resource for anyone looking to navigate the often-complicated terrain of land ownership.

May this eBook be the key that unlocks the door to a successful and stress-free land sale, empowering you with the knowledge to navigate the challenges and embrace the opportunities confidently.



How to Avoid **Fraudulent Land Sales and Keep Your Title Safe:**



Use the County Recorder's Online Search Tool

Leverage the technological advancements in property record management by regularly using the County Recorder's Online Search Tool. This invaluable resource allows you to scrutinize your property records, checking for any unknown deeds or mortgages that may have been secretly attached. By staying vigilant and proactive in monitoring these records, you can detect irregularities early and take swift corrective action.

Ensure Property is Not Being Occupied Illegally

For vacant properties, the risk of unauthorized occupation is a potential threat. To mitigate this risk, take proactive measures to ensure your property remains free from unlawful occupants. Arrange for a trusted individual to inspect and oversee the property during your extended absences periodically. This extra layer of vigilance can deter unauthorized individuals and provide you with early detection should any unauthorized activity occur.

Ensure the Assessor and Tax Collector Have Your Correct Address



Timely communication is key to maintaining the security of your property title. Confirm that the assessor and tax collector have your accurate and up-to-date contact information. It ensures that you receive important notices promptly. Should you stop receiving notifications, take immediate action by contacting these authorities to rectify any potential discrepancies and stay informed about the status of your property.

Immediately Report Any Suspected Fraud to the District Attorney.

Trust your instincts, and if you ever suspect fraudulent activities related to your property, do not hesitate to take decisive action. Immediately report any concerns or suspicions to the district attorney's office. Time is essential when addressing potential fraud, and reporting enhances the chances of resolving issues before they escalate. Your vigilance and cooperation are essential in maintaining the integrity of your property title.

Typical Title Issues That Prevent You from Selling Land and How to Resolve Them:



Unclear Chain of Title

Issue: An unclear chain of title refers to a lack of a clear and unbroken record of ownership history for the property. This ambiguity can arise from incomplete or inaccurate documentation, making establishing a valid and marketable title challenging.

Resolution:

- ✓ **Engage a Title Search Professional:** Employ the expertise of a title search professional to conduct a thorough examination of historical property records. This process helps identify gaps or discrepancies in the chain of title.
- ✓ **Cure Defects:** Work with legal professionals to rectify defects discovered during the title search. It may involve obtaining missing documentation, correcting errors, or filing appropriate legal instruments to clarify the ownership history.

Issues With Encroachment

Issue: Encroachment occurs when a neighboring property extends beyond its boundaries onto your land. It can lead to disputes, hinder potential buyers, and complicate the sale process.

Resolution:

- ✓ **Land Survey:** Conduct a detailed land survey to delineate property boundaries precisely. It will clearly understand the extent of the encroachment and help negotiate with the neighboring property owner.
- ✓ **Negotiation or Easement:** Reach out to the neighboring property owner to discuss the encroachment. Negotiate a resolution, which may involve obtaining an easement or adjusting property lines through a legal process.

Probate

Issue: Probate issues arise when there is uncertainty or disputes regarding a deceased property owner's rightful heirs and beneficiaries. It can cloud the title and hinder the sale process.

Resolution:

- ✓ **Probate Proceedings:** Initiate probate proceedings to legally establish the rightful heirs and distribute the property according to the deceased owner's will or applicable laws.
- ✓ **Clear Title:** Once probate is complete, work with legal professionals to ensure the property title is appropriately transferred to the rightful heirs, clearing any clouds on the title.

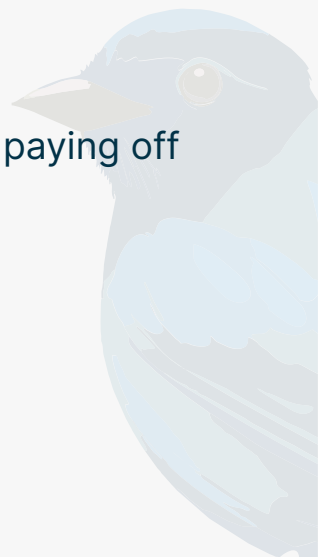


Liens

Issue: Liens are legal claims against the property for unpaid debts, including mortgages, tax, or contractor liens. These encumbrances can complicate the sale process.

Resolution:

- ✓ **Title Search:** Conduct a comprehensive title search to identify any existing liens on the property.
- ✓ **Settle Debts:** Work with creditors or lienholders to settle outstanding debts and obtain lien releases. It may involve paying off the debt or negotiating a settlement.



Three Options for Selling Your Unwanted Land.



Sell By Yourself (FSBO):

Selling your land individually can be rewarding but demanding, requiring a hands-on approach and a comprehensive understanding of the real estate process.

You Need to Handle All the Hard Work.

Undertaking the sale of your land on your means assuming the full spectrum of responsibilities. Every aspect of the process falls squarely on your shoulders, from marketing your property to negotiating with potential buyers. It demands time, effort, and a willingness to navigate the complexities of real estate transactions.

You Will Cover the Expenses for Marketing to Attract Potential Buyers.

Marketing becomes a pivotal aspect of selling your land without the assistance of a realtor. You'll incur expenses for various promotional activities to attract potential buyers. It may include online listings, print advertising, and other promotional materials designed to showcase the unique attributes of your land.

You Will Take Photos of Your Property, Secure Aerial Shots, And Set Up “For Sale” Signs.

As the sole orchestrator of your land sale, you become the chief photographer and marketer. Capturing the essence of your property through compelling photos, including aerial shots for a comprehensive view, becomes your responsibility. Additionally, physically setting up “For Sale” signs on the property is essential for local visibility.

You Need to Work with a Title Company.

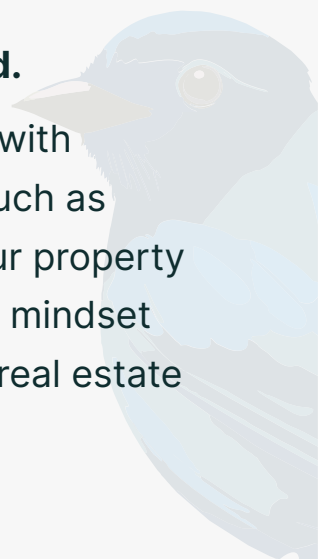
Collaborating with a title company ensures a smooth and legally sound transaction. You’ll be responsible for coordinating with the title company to conduct necessary searches, resolve any title issues, and facilitate the transfer of ownership. This step is critical to providing potential buyers with confidence in the transaction’s legitimacy.

You Will Interact with a Variety of Potential Buyers.

Expect to engage directly with a diverse range of potential buyers. It involves responding to inquiries, providing property details, and conducting property viewings. Your ability to effectively communicate the unique value of your land and address buyer concerns directly influences the success of your sale.

You Should Keep in Mind That a Successful Sale Is Not Assured.

While selling independently offers greater control, it also comes with inherent uncertainties. Success is not guaranteed, and factors such as market conditions, pricing strategy, and the overall appeal of your property can influence the outcome. Patience, adaptability, and a realistic mindset are key attributes for navigating the unpredictable nature of the real estate market.





Sell With a Realtor:

Enlisting the services of a realtor can be a strategic decision, offering expertise and market knowledge that can streamline the selling process. However, it's crucial to understand the dynamics and considerations associated with this option.

You'll Cover All Property-Related Expenses Until the Sale Is Complete.

One of the aspects of working with a realtor is that, as the property owner, you will typically bear the financial responsibility for all property-related expenses until the sale is successfully concluded. It includes costs associated with property maintenance, necessary repairs, and any expenses related to enhancing the property's appeal to potential buyers.

Realtors Might Not Help with Liens, Unpaid Taxes, Access Troubles, or Legal Concerns.

While realtors excel in marketing and facilitating transactions, it's important to note that they might not take the lead in resolving certain issues. Matters such as outstanding liens, unpaid taxes, access disputes, or legal concerns may require your direct attention. Collaborating with legal professionals or specialists in these areas may be necessary to address and resolve such complexities.

Your Property Might Stay on the Market for a Long Time Without Selling.

The real estate market's dynamics can influence the time it takes to sell a property. Despite a realtor's efforts, external factors such as market conditions, property location, and pricing strategy can contribute to your property lingering on the market for an extended period. Realtors can provide valuable insights into market trends and pricing, but external factors beyond their control can impact the speed of the sale.

Expect to Pay About 10% of the Sale Price in Real Estate Agent Fees.

Working with a realtor involves a financial commitment, typically in the form of real estate agent fees. It's common to expect to pay around 10% of the sale price as commissions to the realtor. While this fee compensates for their expertise, marketing efforts, and negotiation skills, it's essential to factor this cost into your overall financial considerations when selling your property.

Sell to a Land Investor:

Selling your land to a land investor is a pragmatic choice with unique advantages and a streamlined process. Here's a detailed exploration of the key aspects associated with selling to a land investor:



Expect a Prompt and Reasonable Offer for Your Land.

Land investors specialize in swift and straightforward transactions. You can anticipate a prompt and reasonable offer for your land upon expressing your intention to sell. This expedited process can be particularly advantageous if you seek a quick, hassle-free sale.

Investors Handle Property Issues, Offering You Comfort and Ease.

A distinguishing feature of selling to a land investor is their capability to manage a spectrum of property issues. Whether your land is burdened with encumbrances, legal complexities, or maintenance challenges, investors are adept at handling these issues. It relieves you of the burden, providing comfort and ease throughout the selling process.

You Will Avoid Paying Any Closing Costs, Commissions, or Extra Fees.

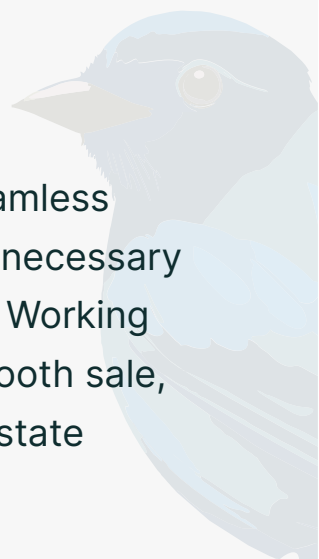
Selling to a land investor often translates to a more cost-effective transaction for you as the seller. Unlike traditional real estate transactions, where closing costs and commissions can significantly impact your proceeds, selling to an investor typically involves minimal or no additional fees. This financial transparency ensures that the agreed-upon sale price is more directly reflected in your financial outcome.

Investors manage financial matters like unpaid taxes or Licenses.

Land investors are well-versed in navigating financial intricacies related to land ownership. If your property is encumbered by unpaid taxes, liens, or other financial obligations, investors are equipped to manage and resolve these matters. This capability further streamlines the sale process, allowing you to offload the property without requiring protracted financial negotiations or settlements.

They Work with Title Companies for a Quick and Smooth Sale.

Land investors collaborate with title companies to facilitate a seamless and legally sound transaction. This partnership ensures that the necessary title searches, transfers, and legal issues are handled efficiently. Working with professionals in this capacity contributes to a quick and smooth sale, reducing the timelines typically associated with traditional real estate transactions.

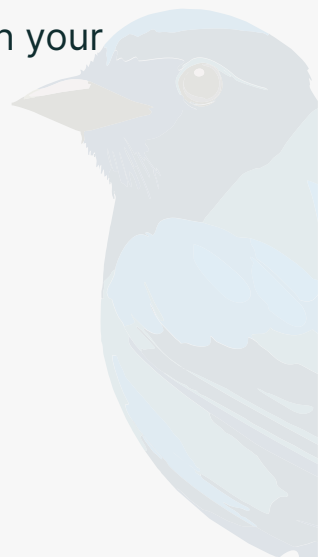




Meet Bluebird Acreage

Welcome to **Bluebird Acreage**, where our mission is to simplify the land-selling process for landowners like you. We understand that selling land can be a daunting task, and our goal is to make it as smooth and stress-free as possible.

What sets us apart is our approach. We offer unbiased, objective advice and prioritize your best interests. We diligently understand your unique needs and goals, offering tailored solutions that align with your aspirations.



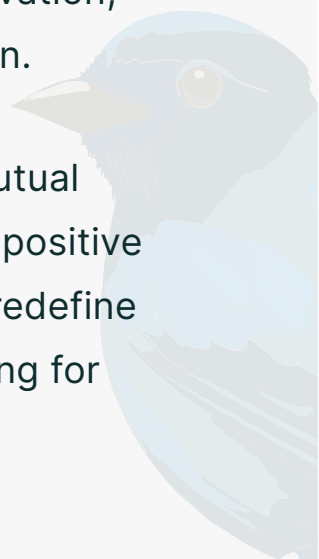


How Bluebird Acreage Can Help You

Our Mission

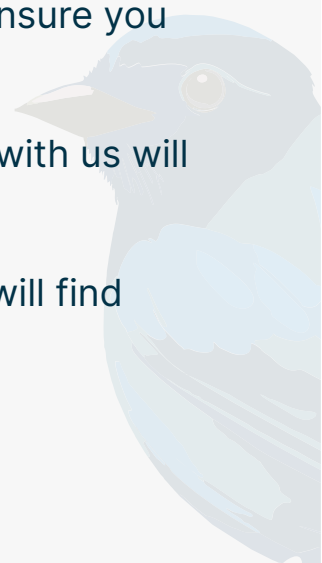
Our core mission is to empower landowners by transforming the way they sell their land. At Bluebird Acreage, we strive to bring innovation, integrity, and a deep sense of responsibility to every transaction.

We believe in creating lasting relationships built on trust and mutual respect, ensuring each land sale is not just a transaction, but a positive life-changing experience for our clients. Our commitment is to redefine the land-selling process, making it accessible, fair, and rewarding for everyone involved.



Why Landowners Choose Bluebird Acreage

- ✓ Expect to receive a fair cash proposal for your land within 24-48 hours.
 - ✓ We provide all the information, empowering you to make confident choices.
 - ✓ Our team keeps you informed in every stage of the process.
 - ✓ Enjoy a stress-free journey with our approachable and understanding team.
 - ✓ We purchase any kind of land, regardless of its current state or improvements.
 - ✓ We offer various options, giving you the freedom to decide the best course for your land.
-
- 01** We guarantee to close on your property as promised and we will communicate any unforeseen issues to you immediately and without delay.
 - 02** We will do ALL paperwork for you to make things easy and will engage title companies or notaries to close with ease.
 - 03** We guarantee to pay any back taxes and or liens and to ensure you do not lose your property if a tax sale is pending.
 - 04** We guarantee zero fees and zero commissions - working with us will cost you nothing!
 - 05** We will go above and beyond to make the deal work. We will find creative solutions to assist you out of a problem property.



How to Contact Us

Thank you for your interest in connecting with us! Your feedback, inquiries, and thoughts are incredibly important to us. Here are the ways you can get in touch:



Phone:

(360) 504-0063

Email:

adria@bluebirdacreage.com
tom@bluebirdacreage.com

Address:

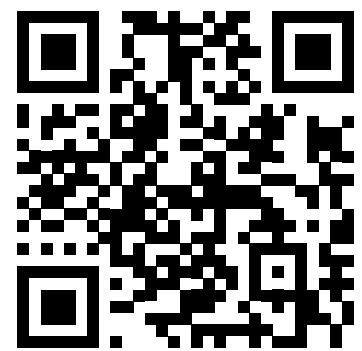
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Thank you for choosing Bluebird Acreage.
We look forward to working with you!