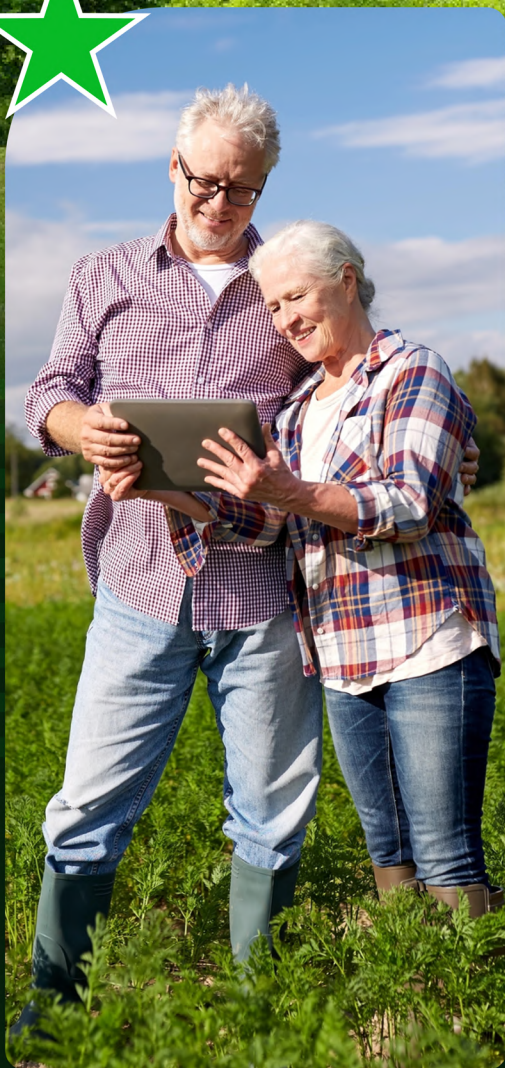




Navigating Land Ownership

To Pass Land On Or To
Sell And Liquidate?



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Foreword

Welcome to “Navigating Land Ownership: To Pass Land On Or To Sell And Liquidate?”, an essential guide for landowners at a crossroads. Authored by Thomas Tejada of TJT Land Partners, this eBook is designed for those who have inherited land, purchased land as an investment that hasn’t panned out, or simply find themselves holding a property that no longer serves their financial or personal interests.

Land ownership, often romanticized as a symbol of wealth and stability, can also bring a complex web of responsibilities, financial burdens, and decision-making challenges. Whether the land has been in your family for generations or is a more recent acquisition, the question often arises: should you pass the land on or choose to sell and liquidate?

The purpose of this eBook is not just to inform but also to empower. It aims to build trust with land investors and illustrate how they can offer solutions that realtors or brokers might not. With years of expertise in handling vacant and underutilized lands, TJT Land Partners provides a comprehensive approach to deciding your property’s best course of action.

In these pages, you will find detailed insights into the complexities of land ownership, the potential pitfalls of attempting to sell land on your own, and the significant benefits of partnering with a professional land investor. We aim to clearly understand your options, helping you make an informed decision that aligns with your financial goals and lifestyle needs.

By the end of this eBook, you should feel well-equipped to navigate land ownership challenges, whether you decide to retain your property for future generations or opt for liquidation to reinvest in your life’s next chapter. Welcome aboard this journey of exploration and decision-making.



What Happens When a Landowner Passes On?

Multiple Owners on the Deed

When a landowner dies, and multiple owners are listed on the deed, each owner gains equal legal rights over the property. This arrangement often necessitates unanimous consent for any major decisions concerning the property, such as selling or developing the land. This requirement can complicate decision-making, as all parties must agree to move forward with any substantial changes or transactions.

Challenges arise when co-owners have differing views on the best course of action for the property, potentially leading to stalemates or legal disputes. To navigate this complexity, co-owners might consider legal agreements or structured negotiations to align their goals and ensure smooth property management.

Divided Interest and Agreeing with All Parties

Properties with divided interests present a unique challenge, especially when multiple beneficiaries inherit the property. In such cases, all co-owners must agree on significant decisions, including leasing terms, sale conditions, or changes in the use of the property.

This requirement aims to protect the interests of all parties but can lead to complicated negotiations if co-owners have different objectives or financial needs. Effective communication and sometimes mediation are necessary to reconcile these differing interests and reach a consensus that respects everyone's rights and wishes.

When Is a Probate Required and How Much Does It Cost?

Probate is the legal process required to reassign the property from the deceased to their heirs or beneficiaries. This process is necessary when the property owner dies without placing the land in a trust or lacks joint tenancy arrangements that automatically transfer ownership upon death. The cost of probate can vary widely depending on the state, the value of the estate, and the complexity of the legal issues involved.

Generally, probate involves court fees, legal fees, appraisal costs, and potentially other expenses related to resolving claims against the estate. It can be lengthy and costly, so many choose to arrange their estate affairs in ways that bypass probate.



Negotiating With Family Members

Negotiating with family members over inherited property involves balancing emotional ties with financial interests. This delicate process often requires clear communication and may benefit from the involvement of a neutral third party or mediator. Emotions can run high when dealing with inherited property, as different family members might have sentimental attachments or differing financial needs.

Clear, open discussions facilitated by professionals can help prevent misunderstandings and ensure that all parties feel heard and respected, paving the way for agreements that satisfy emotional and financial concerns.

Dealing With Property Issues:

Squatters And Trash on the Land



Squatters, individuals who occupy land without legal permission, and the accumulation of trash can be significant issues for vacant landowners. Squatters may claim rights over the property through adverse possession if they live on the land openly and continuously for a period specified by state law.

To address this, landowners should regularly inspect their property, enforce no trespassing laws, and take legal action quickly if unauthorized occupancy is discovered. Dealing with trash involves removing it, which can be costly, and implementing measures to prevent further dumping, such as fencing the property and installing signage. Regular maintenance and surveillance can deter squatters and reduce littering, preserving the property's value and preventing legal complications.

Liens From the Above

Liens can be placed on a property due to unresolved debts related to settlers or the costs incurred in cleaning up dumped trash. For instance, if squatters damage the property or municipal services are used to clean the land, the landowner might be financially liable, leading to liens against the property.

It's crucial to address these issues promptly by clearing the land of squatters and trash and settling any related debts. Failing to resolve these liens can hinder the ability to sell or develop the land, as they must be paid off before the property can be transferred to a new owner.

Back Taxes and Financial Liens

Back taxes and financial liens can accumulate on a property due to unpaid property taxes or creditors placing liens for unpaid debts. These liens remain attached to the property title until paid, complicating selling or refinancing.

Landowners should regularly check for any tax obligations or financial liens and address them promptly. Setting up a payment plan for back taxes or negotiating with lien holders to settle debts can clear these encumbrances, making the property easier to manage or sell.

No Access or Easement

A property without access rights or proper easements can be challenging to utilize or sell. This issue, known as being "landlocked," occurs when other properties surround a property with no public path to a road or utility lines. Resolving this requires negotiating with neighboring landowners for an easement for access or utilities.

Legal assistance is often necessary to navigate the complex process of obtaining these rights through purchase, agreement, or, in some cases, legal action. Ensuring proper access is secured not only enhances the property's usability but also its market value.



What to Do If You Want to Pass Land Down to Your Family:

Have A Discussion on What They Want

Initiating an open and honest discussion with your family members about the future of the land is crucial. Each family member may have different aspirations, financial capabilities, and emotional attachments to the property.

Understanding their desires and concerns can help you make informed decisions about the best action for passing down the land. Encourage everyone to express their thoughts, preferences, and potential plans for the property.



Do They Want to Pay for Taxes, Liability Insurance, And Upkeep?

Owning land involves various financial responsibilities, including property taxes, liability insurance, and ongoing upkeep costs. It's essential to discuss with your family members whether they are willing and able to take on these financial obligations.

Consider the financial implications of maintaining the property over time and whether all family members can contribute equitably to cover these expenses. If some family members are unable or unwilling to shoulder these costs, alternative arrangements may need to be explored, such as selling the land or establishing a trust.

Will They Use the Land?

Consider whether your family members intend to utilize the land actively or if it will remain unused or underutilized. Understanding how each family member plans to interact with the property can inform decisions about its future management and ownership.

If conflicting interests exist or some family members do not intend to use the land, exploring options for equitable distribution or sale may be necessary to ensure the property is put to its best use.



Or Are You Better Selling Now or Putting It into a Family Trust and Avoiding Costly Probate?

Selling the land outright or placing it into a family trust can be viable alternatives to passing it down through traditional inheritance. Selling the land now can provide immediate financial benefits and avoid future conflicts among family members.

Alternatively, placing the land into a family trust can allow for a smoother transfer of ownership, bypassing the probate process and potentially reducing estate taxes. Consider consulting with legal and financial professionals to explore these options and determine which approach aligns best with your family's goals and circumstances.

Old Ways to Sell Your Vacant Land:

For Sale by Owner (FSBO) Approach



Allocate A Budget for Targeted Advertising to Draw in Buyers.

Allocating a budget for targeted advertising is essential to attract potential buyers to your vacant land listing. It may include online advertisements on real estate websites, social media platforms, classified ads, and traditional marketing methods such as flyers, brochures, and signage. Investing in targeted advertising can increase visibility and reach a wider audience of potential buyers.

Meticulously Manage Every Detail to Avoid Costly Errors.

Meticulously managing every detail of the sales process is crucial to avoid costly errors that could derail the transaction. It includes accurately pricing the land based on market conditions, preparing necessary legal documents such as deeds and contracts, conducting property inspections, and addressing zoning or land use issues. Attention to detail can help prevent delays, disputes, and legal complications that may arise during the sale.

Invest Time in Essential Tasks Like Taking Quality Photos and Placing Signs.

Investing time in essential tasks such as taking quality photos and placing signs can significantly enhance the visibility and appeal of your vacant land listing. High-quality photos showcasing the land's features and potential can attract more interest from potential buyers, while strategically placed signs can draw attention to the property and increase inquiries. Presenting your land in the best possible light can improve its marketability and ultimately lead to a successful sale.

Partner With a Reputable Title Company for a Secure Legal Sale.

Partnering with a reputable title company is essential for ensuring a secure and legally sound sale of your vacant land. A title company can thoroughly search for liens, encumbrances, or other issues affecting the property's ownership rights. They can also facilitate the transfer of ownership and ensure that all legal requirements are met, providing the buyer and seller peace of mind.

Be Prepared to Answer Numerous Inquiries from Potential Buyers Promptly.

Selling vacant land through the FSBO approach requires being prepared to respond promptly to numerous inquiries from potential buyers. It may involve answering questions about the property's features, location, zoning regulations, utilities, and other relevant details. Timely and informative communication with potential buyers can help build trust and confidence in the transaction and increase the likelihood of a successful sale.

Recognize That a Sale Is Not Guaranteed Despite Best Efforts.

Despite your best efforts, you must recognize that the sale of your vacant land is not guaranteed. Market conditions, location, pricing, and other factors can influence the speed and likelihood of finding a buyer. It's important to maintain realistic expectations and be prepared to adapt your strategy if necessary. Patience, persistence, and flexibility are critical attributes for selling your vacant land through the FSBO approach.



Selling Through a Realtor

A 10% Commission Could Significantly Reduce Your Profit.

Selling your land through a realtor typically involves paying a commission fee, often around 10% of the final sale price. While realtors provide valuable services such as marketing, negotiation, and transaction facilitation, the commission can eat into your profits. For landowners looking to maximize their returns, losing a significant portion of the sale proceeds to commission fees can be a deterrent.

It's Challenging to Find Agents Skilled in Land Sales.

Finding a real estate agent who is skilled and experienced in selling land can be challenging. Many agents specialize in residential properties and may not have the expertise or knowledge of the unique aspects of vacant land sales. As a result, landowners may struggle to find an agent who understands their property's value, market potential, and the intricacies of land transactions.

You're responsible for all costs, such as maintenance and taxes, until the sale is finalized.

While your land is listed with a realtor, you remain responsible for all costs associated with the property, including maintenance, taxes, and other expenses. These ongoing costs can increase, especially if the sales process takes longer. Landowners should be prepared to cover these expenses until the sale is finalized, which can affect their overall financial situation and potentially reduce their net proceeds from the sale.

Realtors Often Don't Handle Complex Legal or Tax Issues.

Realtors typically focus on marketing and negotiating the sale of properties but may not have the expertise to handle complex legal or tax issues that can arise during land transactions. Landowners are vulnerable to potential legal or financial risks if these issues are not appropriately addressed. Landowners must seek additional professional advice or assistance from attorneys or tax specialists to ensure that all legal and tax considerations are adequately addressed throughout the sales process.



Agents May Prioritize Selling Houses Over Land for Higher Profits.

Real estate agents may prioritize selling houses over vacant land because houses typically generate higher commissions and are perceived as easier to sell. As a result, agents may allocate more time, resources, and effort to marketing and selling houses, potentially leaving land listings with less attention and priority. Landowners may find it challenging to compete for their agent's focus and resources, which can prolong the time it takes to sell their land.

Selling Land Can Be a Lengthy Process Without Quick Results.

Unlike residential properties, which often have a steady demand and a more predictable sales process, selling land can be lengthy and unpredictable. Landowners may face challenges in finding qualified buyers, negotiating terms, and navigating legal and regulatory requirements, all of which can contribute to delays in completing the sale. The time it takes to sell land can vary widely depending on market conditions, location, and other factors, making it difficult for landowners to predict when they will see results from listing their property with a realtor.



A New Way to Sell Your Vacant Land:

Selling to a Professional Land Investor

You'll Receive a Quick and Fair Cash Offer.

Sell your vacant land hassle-free with a professional land investor. Say goodbye to the uncertainties of the market and lengthy selling processes. Our team evaluates your property swiftly and presents you with a fair cash offer, providing you with the convenience and peace of mind you deserve.

You'll Avoid Closing Costs, Commissions, And Additional Expenses.

Traditional real estate transactions often have hidden costs, including closing fees and hefty commissions. You eliminate these expenses by selling your land to a professional investor. Enjoy the total value of your property without worrying about deductions eating into your profits.



Investors Resolve Any Taxes, Liens, or Legal Challenges.

Dealing with outstanding taxes, liens, or legal issues can be daunting and time-consuming. Fortunately, professional land investors specialize in handling such complexities. Our experienced team navigates through any obstacles, ensuring you a clean title and a seamless transfer of ownership.

Title Companies Manage the Sale for A Secure, Smooth Transaction.

Rest assured, your land sale is in capable hands with the assistance of reputable title companies. These professionals oversee the transaction, verifying the deal's legitimacy and safeguarding your interests. Enjoy a secure and smooth selling experience from start to finish.

Investors Handle Complexities, Simplifying the Sale Process for You.

Selling vacant land can entail numerous complexities, from zoning regulations to environmental concerns. Professional land investors are well-versed in navigating these intricacies, streamlining the sale process for you. Experience a hassle-free transaction as we take care of the details, allowing you to focus on what matters most.



Meet the Owner from TJT Land Partners

I'm Thomas Tejada, the founder of TJT Land Partners. For the past 5 years, I've worked in real estate, specializing in flipping single-family homes and assisting landowners throughout Oklahoma to be rid of unwanted or unused land. My mission is to be a trusted local resource, helping you sell your land safely and conveniently, in a way that aligns with your priorities. If you're looking to sell land quickly without the usual hassles, I'm your local buyer and here to guide you every step of the way.

How TJT Land Partners Can Help You



Our Values



Integrity

I treat everyone like family, upholding the highest standards of honesty and integrity in every interaction.



Solutions-Focused

I am dedicated to finding the best outcomes for all involved, embracing challenges to deliver optimal solutions.



Problem-Solver

I think creatively to create unique solutions, offering strategies that provide new opportunities for landowners.



DWYSYWD

Do What You Say You Will Do - I maintain open communication, ensuring you're informed and valued.



How We Work With Sellers

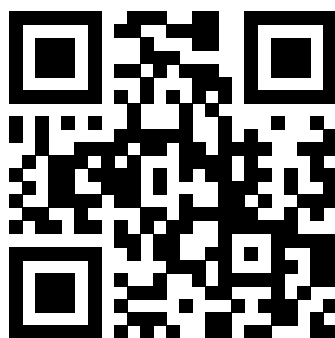
The core benefits of my service are decisiveness, convenience, and reliability. I start by understanding your priorities, providing accurate information, and exploring all your options with you, ensuring you can make a well-informed decision. I offer fair, no-obligation quotes to buy your land as-is and handle all the legal aspects through a trusted third party. Above all, I am committed to my promises, delivering what I say I will, which guarantees you peace of mind throughout the process.

- ✔ I guarantee to close once due diligence is done and we reach an agreement.
- ✔ I guarantee no fees or commissions, it's free to use my services.
- ✔ I guarantee a safe transaction handled by a reputable title company or closing attorney.
- ✔ I guarantee to go above and beyond to solve any problem with your property.
- ✔ I guarantee to stay in touch with you and be transparent in my dealings with you



How To Contact Us

There are many ways to get in touch with us about your land. You can join and Like us on [Facebook](#), or call our team at **(918) 992-3509** or email us at hello@tjtland.com. And of course, go to our website at www.tjtland.com and request an offer and then we can discuss your goals and how we can make the best offer to help you reach them.



Scan the QR code above to
visit the website

We look forward to working with you!