

How To Solve Even The **Toughest** Land Problems!



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Foreword

Welcome to “How to Solve Even the Toughest Land Problems.” Whether you’ve inherited a piece of the land that’s been in your family longer than your great-grandparents’ names, or you took a gamble on a plot that hasn’t quite turned the profit you hoped, you’re probably wondering, “What’s next?”

We know it’s not just about the land—it’s about what the land represents: possibilities, problems, and peace of mind. That’s why we created this comprehensive guide. Written by Bhakta Thapa from PrimeLand Investments LLC, this eBook is your first step towards understanding how you can turn a stagnant asset into an opportunity. We’re here to show you that, yes, selling land can be a mountain of work—and we’ll guide you through every step if you choose to take on the challenge yourself.

You’ll gain insights into the less discussed but critical aspects of land selling, such as understanding the real value of your land, leveraging tax advantages, and making your land attractive to buyers.

But more importantly, we’ll introduce you to the idea of working with a land investor. Why? Because sometimes, the best way to deal with a tough problem is to have an industry expert by your side.

Join us as we pave the way to success, ensuring your land journey leads to fruitful destinations.



Main Issues Preventing Property Sales and Their Solutions

When you're ready to sell your land, it might seem like a straightforward process—just list it and wait for the offers to roll in, right? Not quite. Various hurdles can make your land less attractive to potential buyers, slowing down or even stopping the sale entirely. Here, we've broken down the main issues and their solutions, so you can tackle them head-on and move forward with your sale.

Encroachment: Survey and Neighbor Negotiation

Imagine finding out your neighbor's garden has slowly crept onto your property. It's frustrating, right? The first step is to conduct a detailed survey to confirm the boundaries. Once you know the facts, a one-on-one discussion with your neighbor is the next crucial step. Sometimes, they might not even be aware of the encroachment. Therefore, negotiating for removal or officially documenting the change can clear up this issue completely, making your land more attractive to potential buyers.

Probates: Legal Process Acceleration

Inheriting land sounds like a fortune, but the legal strings attached can be a maze. If the original property owner's estate is entangled in probate, selling the land can be significantly delayed. Collaborating with a probate attorney can help expedite these legal proceedings, ensuring the title is cleared. This not only speeds up the sale but also reassures buyers that the legal framework is solid.

Title Issues: Ownership Resolution

Confusion over land ownership can stop a sale dead in its tracks—hiring a title company can be your best move. They specialize in resolving these legal disputes and ensuring the title is clear, which is a massive relief for potential buyers who want assurance that they're getting what they really pay for.

Environmental Concerns: Disclosure and Incentives

Does your land sit in a flood zone or an environmentally sensitive area? This might turn off some buyers. However, honesty is the best policy. Full disclosure, coupled with incentives like lower pricing or offering flood insurance, can turn a drawback into an appealing factor for the right buyer.

Landlocked Land: Access Rights Negotiation

Access is key. If your land is landlocked (no direct access to a public road), securing rights like an easement or negotiating access with neighboring landowners is crucial. Ensuring potential buyers that they can reach their new property easily can make your landlocked lot a hot commodity.

Access or Easements: Clarification and Communication

Sometimes, a part of your land might be used by others (think of a pathway across your field to the nearby beach or lakefront). Actively clearing up these easement terms and communicating them transparently to potential buyers can prevent future conflicts and boost the property's marketability.

Bad Neighbors: Dispute Mediation and Disclosure

Got a neighbor who loves loud late-night parties? Problematic neighbors can definitely be a big turn-off. Attempt to mediate disputes early on. If issues persist, being upfront with potential buyers can help manage their expectations and could still secure a land sale, perhaps at an adjusted price.

Squatters: Legal Action for Removal

Unlawful occupants can be a nightmare for land property sales. Taking decisive legal action to remove squatters not only clears your land but also demonstrates to buyers that you are proactive about complete property management. This reassurance can be the key to a quick and smooth sale.

Now that we've explored the main issues that might prevent your land from selling, it's time to dive into the next chapter, "How Can You Sell Your Land," where we will discuss the various strategies you can employ for a quick sale. Whether you're considering selling on your own, working with a realtor, or partnering with a land investor, the next section will guide you through each option in detail.

How Can You Sell Your Land



Whether you're a seasoned landowner or new to the game of real estate, figuring out how to sell your property can feel like navigating a maze. But don't worry; we've got you covered. Below, we'll walk you through the three main paths you can take: selling it yourself, teaming up with a realtor, or working with a land investor. Each option comes with its own set of perks and quirks, and by the end of this chapter, you'll have a clear picture of which route might be the best for you. Let's dive in.

Sell on Your Own (FSBO)

Selling your land on your own is definitely a road less traveled, but it can be incredibly rewarding if you're up for the challenge. For Sale By Owner (FSBO) means you're in the driver's seat—you control the property listing, the marketing, and the negotiations. No middlemen, no commission fees, just you and the potential buyers. Here's how you can make sure you're setting yourself up for success:

Marketing Budget: First things first—you'll need to get the word out. Unlike selling through an agent, you'll be responsible for all the marketing efforts. This means budgeting for advertisements, online listings, and perhaps even a snazzy sign for the property itself. Think about where potential buyers are likely to see your ad: online platforms, real estate sites, social media, or even newspapers. And remember, good marketing isn't just about spending money—it's about spending money wisely.

Be Detail-Oriented: When you're managing the sale yourself without any expert help by your side, every little detail counts. From the accuracy of your land's complete description to the zest of your sales pitch—everything should be carefully double-checked. Misspellings or incorrect property details can turn off potential buyers or lead to complications down the road. Imagine a buyer discovering a discrepancy in acreage or zoning information; not exactly a confidence builder, right?

Prepare for Effort: Roll up your sleeves because selling land takes elbow grease. You'll be responsible for tasks that a realtor typically handles, like taking professional-quality photos that show off the best angles of your property, setting up and taking down 'For Sale' signs, and maybe even staging the land if it helps enhance its appeal. Think about hiring a drone photographer to capture a stunning aerial view of your property—it could be the cherry on top that draws buyers in.

Ensure Legal Compliance: This is where you need to dot your i's and cross your t's. Working with a reputable title company in your area is crucial to ensure that all legal aspects of the sale are thoroughly buttoned up. They'll help verify that the land title is clear—that there are no liens, disputes, or encumbrances that could jeopardize the sale. They can also expertly guide you through the necessary disclosures and make sure everything is compliant with local and state real estate laws.

Manage Inquiries: Once your listing is live, be prepared to become the customer service champion. You'll field questions, schedule showings, and negotiate offers. It's essential to be consistently accessible, responsive, and patient. Potential buyers will have all sorts of questions in mind, from details about the soil quality to why you're selling. Being well-prepared to provide informative, concise, and clear answers can enhance buyer confidence, fostering a positive relationship.

No Sale Assurance: Here's the kicker—there's no guarantee that your land will sell, especially if the market is slow or the property is unique. For Sale By Owner (FSBO) can be unpredictable. You might receive multiple offers in the first week, or you might find yourself renewing your listing month after month. Therefore, patience and persistence are key. It's wise that you be fully prepared to adjust your selling strategy, whether it's tweaking your marketing approach or reconsidering your land pricing.



Selling land on your own isn't for the faint of heart, but it's certainly possible with the right preparation and mindset. By taking control of the process, you can save on costs and potentially make a more substantial profit. Just remember, thorough preparation before the actual sale and a proactive approach are your best tools to navigate the For Sale By Owner (FSBO) path successfully.



Sell with a Realtor

Believe it or not, opting to sell your land through a realtor can take a lot of guesswork out of the process. Realtors bring their years of experience, market knowledge, and a network of potential buyers to the table—something that can be invaluable. However, this convenience comes with its own set of considerations. Let's break down what you need to know if you decide to go this route.

Understand Commission Costs: When you sell with a realtor, you're not just paying for their time—you're paying for their market expertise, connections, and the convenience they provide. Typically, commissions for land sales can hover around 10%, which might seem steep. It's crucial to factor this into your financial planning, as it will directly impact your overall profit. Remember, the right realtor can often help you fetch a higher selling price, which might offset some of these significant costs.

Find a Land Specialist: Not all realtors are created equal, especially when it comes to land. Finding a realtor who specializes in land sales is key. These specialists understand the nuances of complete land transactions—from zoning laws to land valuation—and can navigate the market. Think of it like going to a specialist doctor; you want someone who knows the specific challenges of the field.

Cover Ongoing Costs: Even as your realtor works hard to sell your land, you'll still face ongoing costs. These expenses include property taxes and maintenance fees, which are essential to keep your land in appealing selling condition. It's crucial to properly budget for these costs, as they persist until the sale is finalized. Anticipating and managing these expenses ensures that your financial planning remains on track throughout the process, avoiding any unexpected financial burdens down the line.

Limited Assistance: While realtors are crucial in facilitating the sale process, there are areas they might not cover at all, such as settling unpaid taxes or addressing complex legal issues. In these situations, you may need to hire additional professionals like tax advisors or lawyers. This can increase your overall expenses. It's essential to be prepared for these potential costs, ensuring you have the necessary support to navigate any challenges that arise during the sale of your land.

Realtor Focus: One drawback is that realtors often manage multiple listings simultaneously and may prioritize residential or commercial properties over land due to their generally quicker sales cycles and higher commissions. To avoid being sidelined, ensure your realtor is highly motivated for the job and has a solid track record with land sales. This careful selection will help ensure that your property receives the attention it deserves and does not fall to the bottom of its priority list.

Sale Time Frame: Selling land can often be a lengthy process. Unlike residential properties, which may sell quickly, land can remain on the market for months or even years, depending on factors like location, size, and market conditions. Patience is crucial in this endeavor. It's essential to have a realtor who sets realistic expectations and maintains consistent communication throughout the process. This will ensure you are informed and prepared for the time it might take to secure a sale.

Selling through a realtor is about leveraging expertise to minimize the hassle, but it's essential to choose the right partner and understand the financial and time commitments involved. This path can smooth out many bumps, provided you go in with your eyes wide open and a solid strategy in place.

Sell to a Land Investor

Considering selling your land to an investor? It's like finding a shortcut on a long journey—it can save you both time and hassle. Selling to an investor might not be the traditional route, but it offers several compelling advantages, especially if you're looking for a quick and straightforward sale. Let's explore what makes this option attractive and how it can streamline your land-selling experience.



Receive a Fair Cash Offer: Selling to an investor typically means receiving a cash offer, eliminating delays common in traditional sales where buyers need to secure financing. Expect a straightforward proposal—investors often make offers based on fair market value, accounting for factors such as land condition and location. This direct approach simplifies the transaction process, allowing you to bypass lengthy financial approvals and move forward with the sale more quickly and efficiently.

Avoid Extra Costs: Selling to an investor allows you to bypass many typical selling costs. Forget about hefty realtor commissions, closing fees, or marketing costs. Investors usually manage all transaction aspects, ensuring more money stays in your pocket. This is particularly appealing if you're budget-conscious and aim to maximize your returns. By choosing this route, you streamline the sale and eliminate various financial burdens associated with traditional selling methods.

Issue Resolution: Got unpaid taxes or liens on your property? No problem—investors often manage these complications themselves. They are well-equipped to tackle such issues, paving the way for a smooth transaction. This proactive approach can be a significant relief, especially if you've been concerned about resolving these hurdles before selling. With an investor, you can rest easy knowing these financial encumbrances are handled efficiently, ensuring a seamless process without delays.

Fast and Secure: Speed is a key feature when selling to an investor. Because they generally pay in cash, you avoid the tense wait for bank approvals. Furthermore, they collaborate with established title companies to meticulously handle all legal aspects, safeguarding both parties from potential legal complications in the future. This combination of quick payment and careful legal oversight ensures a swift and secure transaction, offering peace of mind and expediency in the sale process.



Stress-Free Process: Perhaps the most significant advantage of selling to a reputable investor is the convenience that comes with it. Imagine handing over all the complexities of selling your land—from negotiations and documentation/paperwork to dealing with any property issues—to someone else. Investors take on these burdens, allowing you to step back and not worry about the details. This can be incredibly freeing, especially if you're not familiar with the ins and outs of real estate transactions.

Choosing to sell your land to an investor could be the solution you need for a quick, efficient, and hassle-free sale. It's about weighing what matters most to you—speed, convenience, and a no-fuss process or potentially getting a higher price but dealing with more complexities. If the former sounds like your ideal path, then stepping into the world of investors might just be your best move.

So, deciding how to sell your land is a significant choice, one that sets the stage for either a smooth journey or a bumpy ride. Whether you opt to manage the sale yourself (FSBO), partner with a skilled realtor, or sell directly to an investor, each path has its unique set of advantages and challenges.

Going FSBO puts you in control, potentially saving you money in commissions, but it demands a hands-on approach—from marketing your property to potential buyers effectively to handling the legalities and any inquiries a buyer may ask. It's a path that rewards those who are detail-oriented and proactive, but remember, it comes with no guarantees of a land sale.



Working with a realtor can alleviate much of the stress associated with selling land, offering expertise in navigating the market and handling negotiations. However, this convenience comes at a considerable cost in the form of commissions. Plus, the realtor's focus and level of experience in land sales can vary, potentially affecting the timeline and success of your sale.

Selling to an investor might be your quickest route. It simplifies the process dramatically, offering a fast, cash-based transaction that skirts many of the typical selling hassles like ongoing maintenance costs and complex legal issues. Last but not least, this route is particularly appealing if you're looking for a straightforward, stress-free sale.

Each method serves different needs and situations. Consider your priorities—are you aiming for speed, maximum profit, or perhaps a balance of convenience and cost-effectiveness? By weighing these factors, you can select the path that not only meets your immediate needs but also aligns with your long-term financial goals. Whichever route you choose, being informed and prepared is the key to navigating the sale of your land with confidence and success. So, what's stopping you? Let's move forward, armed with knowledge and ready to tackle the sale with the strategy that best suits you.



Meet the Owner of Primeland Investments LLC

PrimeLand Investments was founded by Bhakta Thapa in 2020. Our primary focus is acquiring land for future investment opportunities. We sometimes collaborate with partners, while at other times, we buy and sell land directly. Bhakta brings over 15 years of diverse business experience into this business - running a convenience store, gas station, beauty salon, and working as a real estate agent in California.

In our years of operation, we have successfully completed over 100+ land transactions and we serve more than 200 customers. We've also expanded our operations to acquire land across multiple states, broadening our reach and impact when helping landowners sell with ease.



How Primeland Investments LLC Can Help You

Our Values

Our Core Values:



Expert Guidance



Transparency



Problem-Solving



Integrity



How We Work with Sellers

At PrimeLand Investments, our passion lies in uncovering the potential of land and transforming it into lasting success stories for our clients. We aim to be the leading real estate investment partner, skilled at identifying hidden opportunities and turning them into sustainable growth. Our core mission is to create value for everyone involved.

- ✓ We make selling your land simple and stress-free.
- ✓ We cover all closing costs and taxes, so you keep more of your money.
- ✓ You can expect a fair price for your land, quickly.
- ✓ We handle all the legal documents for selling land, so you don't have to worry.
- ✓ Our team is always easy to reach and ready to help.

How to Contact Us

At PrimeLand Investments LLC, we strive to make reaching out to us as easy and efficient as possible. Here are the various methods you can use to get in touch with our team:



Email: You can send us an email to contact@greatbuylands.com.

Phone: Our team is available to assist you by phone. Feel free to call us at **(562) 275-3361** during business hours.

Website Contact Form: Fill out the contact form on our website at www.greatbuylands.com by clicking on the “**Get An Offer**” tab and provide us detailed information about your land and to help us assist you more effectively.

Social Media: Connect with us on social media platforms. Our team monitors all inquiries and will be happy to assist you with your land concerns.



Physical Address: If you prefer face-to-face interaction or wish to mail us something, you can visit our office at:

3033 Bristol Street, Ste. 122, Costa Mesa, CA 92626



Scan the QR code above to visit the Website!