

# VACANT LAND CHECKLIST

## MARKET ANALYSIS (Broker to Provide)

- Comparable sales and listing sales
- Aerial photos
- Demographics
- Traffic counts

## TITLE POLICY

- Is a title policy available?
- Order a preliminary title policy

## SURVEY

- Is a survey available?
- An ALTA survey is recommended for selling or buying
- Is a topo survey available?

## ZONING

- Is the land currently zoned?
- Is the land within the city limits or in the county?
- Is the land master planned for a specific use?
- Are there any deed restrictions affecting the land?
- What does the City or County comprehensive plan reflect?
- Are there any other plans in the area which might affect value?

## UTILITIES/EASEMENTS

- Are utilities available to the site?
- Meet with local utility departments
- What are the sizes and availability of utilities?
- Are there any gas lines affecting the land?
- Are there any utility easements which could affect the land?
- Highway or road work planned?
- Mineral rights?

## ENVIRONMENTAL

- Has a Phase I Environmental Assessment been done?
- Are there any lakes or running water on the land to consider?
- Is the land in a flood plain?

## CITY OR COUNTY OFFICERS

- Meet with Planning and Zoning
- Meet with Economic Development Council
- Meet with City Engineer

## MISC INFO

- Has an appraisal been done?
- Is the land currently farmed?
- How is the farming lease structured?
- Is the land in a TIF or Benefits District?
- Is owner financing available?



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“ALL A MAN HAS TO DO TO BECOME RICH IN AMERICA IS FIND OUT WHERE PEOPLE ARE GOING, GET THERE FIRST, AND BUY LAND.”

- GEN. DOUGLAS MACARTHUR



KESSINGER/HUNTER LAND TEAM

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## LAND SERVICES

- ACQUISITION
- DISPOSITION
- ASSEMBLAGE
- ENTITLEMENTS
- DEVELOPMENT
- EVALUATION
- 1031 EXCHANGES

## LAND SECTORS

- RESIDENTIAL
- INDUSTRIAL
- OFFICE
- RETAIL
- MIXED-USE
- INVESTMENT
- SPECULATION



K/H LAND TEAM

## FULL SERVICE LAND PROVIDERS

### AS A SELLER, WE MANAGE THE PROCESS FOR YOU:

- ASSESS YOUR PROPERTY
- DEFINE YOUR PROPERTIES HIGHEST AND BEST USE
- DETERMINE ASKING PRICE
- IDENTIFY POTENTIAL QUALIFIED BUYERS
- MARKET YOUR PROPERTY TO POTENTIAL QUALIFIED BUYERS AND THE BROKERAGE COMMUNITY
- RECEIVE OFFERS AND NEGOTIATE PURCHASE AGREEMENT
- ADMINISTER DUTIES OF PURCHASE AGREEMENT
- CLOSE TRANSACTION

### AS A BUYER, YOU WILL BENEFIT FROM OUR:

- RELATIONSHIPS WITH PROPERTY OWNERS, LAND DEVELOPERS, UTILITY REPRESENTATIVES, MUNICIPAL LEADERS, ZONING BOARD MEMBERS, AND POLITICAL OFFICIALS.
- EXTENSIVE AND INCLUSIVE DATABASE ON ALL PROPERTY TYPES
- KNOWLEDGE OF PROPERTIES CURRENTLY FOR SALE AND UNLISTED PROPERTIES THAT MAY HAVE FUTURE OPPORTUNITIES
- UNDERSTANDING OF ZONING JURISDICTIONS AND ORDINANCES

Please give us, The Kessinger/Hunter Land Team, the opportunity to serve you and make your unique property transaction a **SUCCESS!**

The information contained herein is subject to verification and no liability for errors or omission is assumed.

