

## Quick Guide: Land Investing

Investing in land can be one of the easiest and lucrative ways to invest in real estate. Here is a quick guide to investing in land. You can invest in land with as little as \$1,000 sometimes less.

1. Research the market/area you looking to invest in. What are the future economic development plans? Is the area at risk for natural disasters? Do you need an appraisal?
2. Survey the land: Will it support electrical and sewage lines? Is it in a desirable area?
3. Place an offer: As with any real estate deal, consult with your agent and make an offer.
4. Fix up the land: Do some landscaping and if possible, have electrical and sewer lines laid.
5. Buy & Hold-Quick Flip

A- **Buy & Hold**- you hold onto the land until its value appreciates or you have a structure built in order to lease to a company or build a house to sale. If you buy & hold be sure what you have planned for the land. If you decide to go this route be sure you understand that you are still responsible for the property taxes.

B- **Quick Flip**- this is one of the most desirable parts of investing in land. You buy, fix up and sale for a profit. It's literally that simple.

- In Quick Flips, the easiest way to flip quickly is to offer seller financing.

-You can sell using a land contract, which is also called a “contract for deed” in some areas. You retain the title to the property until the final payment is made, at which point you sign a deed for the buyer. You could also sell with transfer of title and put a mortgage on the property. If you’re not sure which is better where you live, talk to an attorney (in some places the foreclosure process is faster for one or the other type of contract).

6. Keep in mind, even if you find super cheap land you are still responsible for:

- closing the purchase (when you buy)
- recording the deed (when you buy)

- property taxes until you sell
- closing the sale (when your sale)
- recording of the contract
- preparing the deed when your buyer pays in full

**PRO TIP:** You can even get land at the auction but be sure to always do your due diligence.

You can also host an experience by renting land out to campers, starting a glamping, treehouse, or RV park.