



A GUIDE TO SELLING YOUR LAND

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5 STEP SELLING PROCESS

PREPARE

MARKET

OFFER

INSPECT

CLOSE

PREPARING YOUR LAND TO SELL

When preparing your land to sell, it's crucial to consider measures that will maximize its value and address potential objections from buyers.

We strongly recommend consulting with a land professional to determine the highest and best use of your property and develop a strategy to achieve it. Determining the highest and best use involves analyzing several factors, including the market, zoning and land use regulations, site characteristics, neighborhood dynamics, and financial considerations. As experienced real estate professionals, we can assist you in formulating a tailored plan to maximize your land's value and guide you through its successful implementation.

MARKETING YOUR LAND

We provide top-notch marketing services designed to get your land noticed. Our comprehensive marketing strategy includes:

Large Signage

Professional Video & Photography

Custom Graphics

Social Media Advertisements

Print Advertisements

Postcards

Agent-to-Agent Networking

Relocation Exposure

Website Syndication

Featured Listings on Our Website

Multiple Listing Service (MLS) Exposure

With these tailored marketing efforts, we ensure that your land receives maximum exposure to potential buyers.

GETTING AN OFFER

When you receive an offer, you have three options:

Accept the terms as they are and sign the offer.

Make a counteroffer to the buyer by proposing changes to the terms.

Reject the offer entirely.

At this stage, it's crucial to have a REALTOR® looking out for your best interests, advising you on the best course of action.

FROM CONTRACT TO CLOSE

During this time, buyers will conduct due diligence, which may involve:

Additional Soil Work or Surveying

Engineering Assessments

Obtaining Building Permits

Title Search

Environmental Studies

Other Considerations

The due diligence period can be complex in a land sale. It's crucial to have a REALTOR® who understands this process and can adeptly navigate selling land for various uses.

CLOSING

At the closing, once the buyer has satisfied all terms of due diligence, the following actions typically take place:

Transfer Property to the Buyer: The seller signs the necessary documents to transfer ownership of the property to the buyer.

Pay Off Any Liens: Any outstanding liens or mortgages on the property are paid off from the proceeds of the sale. This ensures that the buyer receives clear title to the property.

Receive Your Proceeds: After deducting closing costs, taxes, and any outstanding debts, the seller receives the remaining proceeds from the sale.

ABOUT US



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Bill Parsley and Trevor Throneberry are Realtors® specializing in land sales throughout Tennessee and Kentucky. Together they provide land owners, builders, developers, and buyers with the expertise necessary to reach their goals. Their mission is to deliver the highest level of customer service, characterized by meticulous attention to detail and unwavering professionalism. Bill and Trevor have experience dealing with land for residential, agriculture, recreational, timber, and development uses and are dedicated to providing top-notch real estate services tailored to your needs. Contact them today to embark on your real estate journey with confidence.

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