

# How to Avoid the Three Fatal Land Buying Mistakes Most People Make!

**\*\*FREE SPECIAL REPORT\*\***



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# How to Avoid the Three Fatal Land Buying Mistakes Most People Make!

Hello, my name is Matt Flahive. and I am the Principal owner of Rural Land Properties, LLC. We specialize in selling raw, vacant land to end users and investors at below market prices.

What makes raw land so great is that it's basically a blank canvas. Minor improvements can add enormous value and what I mean by minor are things like:

- 1) Having someone walk the property and take pictures from each corner
- 2) Having the land surveyed
- 3) Adding a well
- 4) Adding a septic tank
- 5) Bring power to the site
- 6) Adding a fence
- 7) Building a cabin, placing a mobile home on this site or even a tiny home

These minor investments can have a huge impact on the land's value. Additionally, with raw land it's also possible to easily split one parcel into 2 or more, selling off the extras and keeping one for yourself.

While raw land by itself as an investment is an awesome vehicle for wealth generation, it's also something that can be enjoyed and used while it increases in value. While the land is gaining in value, you can use it recreationally, while you work on your long-term development plans. In order to ensure you realize the upside to this investment, you need to make sure you avoid these three land buying mistakes that can turn your dream investment into a nightmare.



## **Mistake # 1 Not Properly Performing a Title Search**

Most land purchases are small in nature. It's not like buying a single family house and most buyers of raw land don't close with a title company because it typically costs \$1,000 or more to close on a transaction less than \$20,000. Since you are not closing with a title company, the new buyer will typically do his or her own title search using the county's website or simply rely on the word of the seller.

Often when you rely on the county's websites there is a chance you could miss an entry and as a result, you could be buying a parcel with a lien. It is also important to point out that without a proper title search, you are reliant on the government workers who keep the electronic records up to date. I'm not picking on the government workers, I'm just saying that garbage in is garbage out and if an entry was missed electronically you could miss an important filing.

If you are not actually closing with a title company, it's rare to find one that will only perform a title search for you, this is because it's such a low margin item, they don't want to sell you the title search and then not close your purchase.

When you buy land from us, we will give you a copy of the title search we performed, showing that we received a clean title. If we had to clean the title, we will provide you a report showing that the title is in fact clean. Plus, we sell all our properties with Warranty Deeds, which brings us to our next mistake.



## **Mistake # 2**

### **Not Understanding Different Types of Deeds**

There are three primary types of deeds; each type is listed below with an explanation:

- 1) Quit Claim Deed – This is the lowest of the 3 deed types; it basically transfers the property with no guarantee of a free and clear title. It transfers to the buyer whatever rights to the property the seller had. So if the seller didn't have the right to transfer the property, then it transferred no rights to the buyer.
  
- 2) Special Warranty Deed – This deed provides 2 warranties to the buyer:
  - a. The seller warrants that they own the property
  - b. The seller warrants that during their ownership period there have been no liens or encumbrances placed on the property

*So basically, the seller is saying that they warrant the property during their ownership only and not during any time outside of their control.*

- 3) Warranty Deed – This is the king of all deeds. This deed warrants to the buyer that the title is clean not only during the current owner's period but that the deed is clear of liens and encumbrances from the beginning of time.

Too often I see people buying land on Quit Claim deeds and without a complete title search (see Mistake 1) and that is a disaster waiting to happen.



## **Mistake # 3**

### **Not Having a Plan for the Property or an Exit Plan**

Land ownership by itself is great, but to maximize your investment, you should have a plan on how you will improve the land further.

Improvements could include some of the minor improvements I discussed at the beginning of this document.

Making these types of improvements will also increase the value of your land, but then you need to understand how you will reap the benefits of the investments. That is where your exit strategy comes in.

Are your thoughts to leave the property for your children? Are you planning to retire on this land? Are you only looking to use it for recreational activities and then sell it to like-minded people who will see the benefits of the improvements you made? These are all key thoughts that you need to consider to maximize your investment.

These are not questions that have to be answered prior to buying the land, but you should begin to think about the answers to them at some point soon. Remember, raw land is a blank canvas waiting for you to add your own creative touches to so that you and others to follow will benefit from what you have created. This also leads me into my last topic, which is having an out.



## Our 100% Customer Satisfaction Guarantee

Despite our best intentions, we sometimes find that it would be great to have a reset button and unwind what we did. With investments that usually doesn't exist! For example, I made a small investment in this hot technology company and within one month of me buying, the stock dropped 30% in value. Sadly, there was no money back guarantee.

I want you to buy land with confidence, that's why all of my land offerings come with a 90-day money back guarantee. Yep, you read that correctly, if within 90 days you are not happy with your investment, I will gladly exchange it for another parcel in my inventory or I will refund to you all of your payments to us - and this will be in writing in your purchase contract!

I only wish my stock came with the same guarantee.

## Top Reasons to Buy Land from Rural Land Properties, LLC

**Rural Land Properties, LLC** specializes in purchasing and selling raw vacant land at below market prices allowing everyone the opportunity to obtain property for personal use, recreation or for creating long-term wealth. Here are some reasons to buy your land from us:

- **100% Money-Back Guarantee** - If you're not satisfied for any reason within the first 90 days, we will refund your money - no question asked!
- **Free Title Search Report and Clear Title Guarantee** - we guarantee no title issues for life.
- **Best and Safest Deed Guarantee** - Full Warranty Deed, not a Special Warranty Deed or Quitclaim deed.
- **Hassle-Free Guarantee** - We handle all the paperwork to make your transaction as easy and painless as possible.



- **Affordable Payment Options** – Pay on Terms or by Cash. . . Your choice!!!
- **No Credit Checks** - EVERYONE QUALIFIES!! No Credit Checks!
- **No Prepayment Penalties** – Pre-pay anytime with no penalty!
- **Customer Support** - We provide customer support both via email and via phone. We are not happy until the customer is happy, after all, our reputation is all we have.

### **3 Ways to Get More Information**

If you have questions about a property or you would like to be added to our preferred buyer's list to get a first shot at new properties before they hit the market. Go to our website and go to the tab [subscribe here](#).

**Call: 720-295-9153**

**Email: [matt@rurallandproperties.com](mailto:matt@rurallandproperties.com)**

**Visit: [www.rurallandproperties.com](http://www.rurallandproperties.com)**

To your successful land acquisition efforts!

Sincerely,

Matt Flahive  
Principal Owner

