

Chapter 12 The Legalities of Selling Land

Let's discuss some of the legal points and angles in this business. I've included this section because I want you to get in the habit of checking local laws and customs before you invest time and money.

Follow along with the DVD as I explain a little more about these and more important legal items:

Selling as a licensed real estate agent versus owner. (The set of rules for licensed agents versus owners are completely separate.)

- The rules for agents exist because they are representing someone else.
- They have spilled over into how agents do their own transactions.
- It's more difficult as an agent.
- Real estate agents typically have more disclosure requirements.

Sample Federal rules to consider:

“Contact” rules and the established relationship concept. This applies to phone, email, and fax contact. The Federal Government says you have to have an “established” relationship with the other party prior to reaching out to someone via one of the above methods.

- The correct way: Customer finds your website and signs up for your newsletter.
- The incorrect way: You buy a list of email addresses and send an unsolicited note about your cheap property for sale.

Sample state rules to consider:

Some States require that you receive the approval of an attorney to close your deal. (A list of states is at the end of the program.) Check before you choose a county or state to work in.

Arizona rules for example:

- Bulk Sales and Public Reports
 - o Can't sell lots in a subdivision (if you own more than 6) without a public report enacted to make sure buyers are informed (mostly for home buyers)

- Tons of exemptions for land people like us
- Dodd Frank Act of 2010
 - This is a big deal for property investors who buy a house or mobile home and sell it on terms to the occupant.

Selling to International buyers. YES you can!