

Land Transaction Management

Coordinating a pending sale transaction involving land has many unique tasks requiring special knowledge and skills to successfully close. Inspections and disclosures differ from the typical home sale. Create a hassle-free transaction by knowing up front what to anticipate!

This class will help you;

- Locate the meat and potatoes of a land purchase agreement contract
- Understand lender issues and bank requirements for land loans
- Identify typical inspections that may be required
- Learn what typical time-frames apply to land transaction management
- What to look for in the title report
- How to read a color coded plat map
- Direct buyers to the appropriate county/city building offices to have their questions answered
- Understand how the location of public sewer/septic/water/well/other utilities effect land values
- Learn what is a “pad” and “perc. test”
- Identity two well tests that SHOULD be completed
- Understand what to look for in a soils report and building plans

This seminar is taught by Diana Turnbloom, owner of Escrow Coordination Secrets. Diana is an author and leading instructor to thousands of agents and assistants on Transaction Management. This is a workshop you won't want to miss! It's loaded with information that protects both you and your client and covers typical issues you may encounter!