

# Acreage Seller's Guide

For Residential, Equestrian or Land Development Properties

## *We specialize in:*

- ◆ Residential Real Estate
- ◆ Vacant Land/Acreage
- ◆ Equestrian Property
- ◆ Land Development
- ◆ Cabins & Off-grid

## *Office:*

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Cle Elum, WA 98922

## *Contact:*

(509) 852-3066

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## *Designated/Managing Broker:*

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**PLOG**  
**REAL ESTATE**  
**AND CONSULTING**

*Extraordinary Knowledge, Extraordinary Results*

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## Introduction

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**Selling** vacant or developed acreage is about satisfactorily answering questions that buyers may have. Some buyers have more experience and knowledge than others. Many buyers have never owned acreage before. In either case, achieving a level of comfort and getting to closing can sometimes be challenging. This is not always about buyers, sometimes issues and concerns can extend to lenders and title companies.

Our professional experience provides a unique skill set that can be indispensable when answering questions from buyers and their brokers or from lenders and title companies. Being prepared for and anticipating those questions is a big part of what you get when you work with Plog Real Estate.

We understand that the seller also plays a key role in the preparation for selling acreage. Nobody understand your property better than you do. We will work with you, the seller, to prepare the property itself, gather the necessary documentation as well as spend the necessary time with you and on the site to fully understand your property.

Another unique benefit our knowledge brings is that we can also help define any untapped potential for your property. Sometimes there are characteristics and further development potential that can either increase the value of your property or provide additional opportunities to find a buyer that perhaps would not otherwise identify your property as suitable for their needs.

We are excited for the opportunity to meet with you at our office in downtown Cle Elum or at a convenient location for you so we can discuss your property sale or property needs.

Give us a call at (509) 852-3066 or an email to office@plogrealestate.com

# Documentation and records

**Gathering** all your existing documentation and records is extremely helpful to us when preparing your listing. We will work with you to gather documents and prepare and present them to a potential buyer. There are a lot of items you may already have and can pull together quickly. The following is a short list of items that you may have in hand or may be able to gather easily:

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**Title** – When preparing to list your acreage, we will obtain an updated title commitment to make sure you have clean title and there are no unknown exceptions that could impact the marketability of title. We can help you obtain the title and also review it with you to help answer questions it may bring up. If you have any verbal agreements or unrecorded easements, we can assist in getting those items put into writing and recorded to avoid issues during the sale or after.

**Surveys and maps** – Perhaps you have some old maps or surveys. These documents are very helpful when marketing your property. We can also help you search and get records of survey for your property if one exists. We can also help obtain neighboring survey records that may be pertinent to your property as well.

**Easements and access** – Is there deeded access to your property? Is the property accessed by a public road and is it maintained year round? Is there a joint easement maintenance agreement? Is the a plowing fee assessed as part of shared access? Before we market your property, we will need to collect all legal documentation identifying easements any neighbors may have, rights to access adjoining public land, and whether or not the property is accessible year round, evidence of any prescriptive easements and more.

**Water Rights** – Water is one of the most coveted resources in Kittitas County. Due to its value, you want to make sure you have all owned water rights properly documented. We will want to delineate all water rights appurtenant to the property and collect all necessary documentation like deeds, stock certificates, flow records, assessments, and well permits.

**Leases** – Are there any relevant grazing permits appurtenant to your acreage? Do you have an existing Washington Department of Fish and Wildlife (WDFW) or other permit? Are there any third party leases for agricultural or hunting purposes? Are they terminable upon sale or will they impact the sale?

**Mineral Rights**– Do you have the mineral rights? If not, has a mineral report ever been prepared? This record can help educate buyers and alleviate concerns. Is there any production occurring on the property or nearby?

There are many other items and documents that could be useful or important. We will work with you to identify, obtain, compile and present these documents to potential buyers and also help you to understand how these documents may impact your sale.

# Establish Price & Payment Terms

**Maximizing** the proceeds from the sale of your property is our main goal. There may be other factors that matter to you as the seller such as future use and development, preservation of historic features or retaining access to other property you own nearby. While we can certainly assist you with the terms of the conveyance, we will always do that with an eye to maximizing your return on the property, identifying suitable buyers and solid offers as well as establishing a defensible price that takes into account all of the factors that can come up in negotiation.

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Establishing a value for your property is not as simple as comparing other nearby sales based on the obvious factors such as acreage, home size, and facilities. The factors can be much more subtle than that and we will take all of those things into account when establishing an asking price for your property.

Some of the various questions that can factor into the pricing when comparing to recent sales may include:

**Access** – Does your property already have suitable access? What is the condition and grade of that access? Is there a joint maintenance agreement for any shared access and what is that cost? If there is no suitable existing access, what will it cost to create reasonable access? Is the access useable year round? Is there an association or agreement among neighbors for plowing in the winter?

**Topography and critical areas** – Is the entire parcel useable? What uses are possible and to what extent? What are the restricting factors? How does the topography or critical areas affect the cost to develop, maintain or expand the uses on a property like yours?

**Utilities** – Is the property currently served by dry utilities such as electricity, cable and phone? If no utilities exist, are they available and what would be the cost associated with extending them to your property?

**Water & Sewer** – Do you have water rights in hand? Is the property served by public water, a private shared well or a private onsite well? What is the amount of water available and is it sufficient to serve the property year round or are cisterns or other storage systems required? Is there a current septic system or has there been one designed or tests completed?

**Development Potential** – Can the property be further subdivided? Can you add additional uses to the property such as equestrian facilities, shops or agricultural uses?

**Terms** – Payment terms are also a factor when selling acreage – particularly if there is no existing home or income producing function already in place. Are you able to provide financing and for what term? Often buyers will pay a premium to purchase a property that allows terms so that the can get their development plan in place in order to obtain conventional financing.

# Prepare the Property

**Preparing** to sell your property can be an emotional time and after living there for many years it often helps to have a new set of eyes and a new perspective on the property when preparing the property to show to potential buyers. This preparation also includes the proper presentation of all the facts and information we have gathered with you as we get ready to list.

Property preparation for acreage, even with an existing home, is far different than your standard residential home sale. Understanding what matters to someone that buys acreage is just as important and deserves as much attention as a you would give a typical residential property.

Many people that live or use acreage become tolerant of less than ideal situations. That is all part of being practical. However, there are some of those things that can make the difference between your property and the one just like it down the street.

Some of the things that we keep an eye open for and that deserve attention before listing a property include:

**Fences** – If the property is fenced, is the fencing all in good working order? If the fencing is key to the use of the property, then taking the time to repair it is more important than if the property will likely be repurposed. If you have an electrified fence, is it in good order?

**Gates** – Is getting in and out easy or does the gate require bailing wire and a hammer to operate? Can the vehicle leave the roadway completely while you open the gate? What if you are pulling a trailer, will that be out of the road too?

**Roofing** – If there are outbuildings and shed are all of the roofs in good shape and watertight? You may be ok with the drips in the aisle of the barn or the back corner of the shed, but a drip on the head during showing often raises questions about deferred maintenance and quality of care over the years.

**Erosion** – Signs of erosion around structures, ditches, ditch crossing, stockpiles and roads should always be addressed.

**Road surfacing** – does your access have a suitable surface and what condition is it in? The cost of access to many acreage properties is a major factor and expense. Having a well maintained access with all weather surfacing is important. Does yours need some attention?

There are many other items that could be on this list. We will work with you to prioritize items that, if addressed, could assist in maximizing your selling price as well as getting an interested buyer as quickly as possible.

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# Consideration for Improvements

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**Depending** on your situation, you may want to consider improving or developing your property further, prior to selling, in order to fully maximize your return. Often times this will require significant lead time to accomplish, so it is an option best left for those considering a sale at some point in the future and that are not under significant time or financial constraints.

Plog Real Estate not only can help prepare a property for a sale in it's current state, we are also well suited to assist in preparing a property with a longer range plan. Our designated and managing broker, Mark X. Plog, PE, PLS is also a very experienced licensed civil engineer and land surveyor and owns a consulting firm that specialized in land development. Mark has developed subdivisions and built roads all over Kittitas County and in particular in the Cle Elum area. If you live in or have driven on roads in developments like Tillman Creek, Woods & Steele, Forest Ridge, Brookside Trails, Timber Ridge, Bell Creek, Sky Ridge and others – then you are familiar with Mr. Plog's work.

We can work with you as a partner or a consultant in order to fully maximize your property value. If your property has potential for development, or improvements like access roads or site planning would greatly assist in the sale of the property, then we can figure out a working relationship that helps get you there.

There are many options we can discuss – but it all starts with a call to (509) 852-3066 or an email to office@plogrealestate.com.

We look forward to hearing from you.