



How To Be a DIRT-SMART Buyer of Country Property Volume 2

Curtis Seltzer

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How To Be a DIRT-SMART Buyer of Country Property is a comprehensive, how-to book for everyone interested in buying rural real estate. Its 730 pages are divided into two volumes. DIRT-SMART shows a buyer how to find, research and purchase these properties in a way that strips out risk and protects both your heart and your pocketbook. Nothing is worse than being surprised or disappointed after a new purchase. DIRT-SMART shows you how to avoid both. Among the points discussed are: Setting goals for your purchase Screening in and screening out candidate properties Farms and agricultural lands Farming, conventional and non-conventional Tax considerations for farmers Fitting in to a rural community Farm equipment Recreational land for hunting Infrastructure for undeveloped property and a building site Second homes—different types, different considerations Building from scratch and fixer-uppers Environmental issues—water, air, soils, toxics, endangered species, wetlands, aesthetics, conservation, light, noise, odors, viewsheds, floodplains, archeological resources, climate, agricultural wastes, etc. Minerals—resources, leases, royalties, issues Dealing with sellers—FSBOs, brokers, auctions Negotiating strategies and tactics Surveys and boundaries Getting knowledgeable about timber—how to determine value, beware of seller-supplied inventory and valuation, how to sell timber and manage timberland, financing, taxation, model timber-sale contract for landowner, etc. Country lawyers and other consultants Common messes—legal descriptions, acreage discrepancies, easements, leases, encumbrances, trespass etc. Tricks that sellers use Bargaining and resolving disputes Writing a purchase-offer contract—strategies and tactics, model contract Finding purchase money—13 sources Borrowing money Sellers are interested, in DIRT-SMART, because it shows them how to present their property honestly and effectively to facilitate a sale without complications. DIRT-SMART is written in a non-academic, conversational manner. A huge amount of material is included, because I wrote it to be a one-stop, reader-friendly resource. I've written DIRT-SMART to have a long shelf life. The problems and issues discussed are not those of a particular moment. Buying rural property is much more complicated than it used to be. Federal legislation, zoning codes, environmental questions, financing concerns and lack of seller disclosure increase the risk for a purchaser, particularly a first- or second-timer. I wrote DIRT-SMART to protect the consumer. It is based on my more than 40 years of investing and 20 years of land consulting. I wish that I'd had this book when I made my first land purchase in 1971. More information on my work and contact information can be found at www.curtis-seltzer.com.

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