**Northport and Port Charlotte Land Parcel Buying Guide**

Below is a guide with pointers when submitting offers for vacant land parcels in the North Port and Port Charlotte area. There are many available land parcels in the area and there are a few things to keep in mind when submitting offers on behalf of a buyer. This is NOT a step-by-step guide on submitting offers. See other videos and documents on how to submit contracts:

1. As stated before, there are many land parcels in the area. If the parcel has been on the market for some time, this does not necessarily mean that that it is a bad property. This is an opportunity to get the best price for our customers. Most lower offers will drive a counteroffer and sometimes acceptance. Run a CMA to get a sense check and inform the buyer on what price makes sense.
2. There are protected species in the area that you need to be aware of, namely scrub jays and gopher tortoises. Here is a good article on scrub jays: <https://www.compasslandusa.com/florida-land-scrub-jay/> Below are some links to interactive maps to show where there are documented scrub jays. Look at these before submitting an offer. Charlotte County map: <https://www.arcgis.com/apps/Viewer/index.html?appid=2796b993863f4477863f7719ffa569a2> North Port map (not interactive): <https://www.cityofnorthport.com/home/showpublisheddocument?id=13944> Online spreadsheet searchable by parcel ID: <https://www.cityofnorthport.com/home/showpublisheddocument?id=14947> (Use Ctrl-F to search parcels). A good general link to review for both scrub jays and gopher tortoises can be found here: <https://www.cityofnorthport.com/government/city-services/planning-zoning/scrub-jay-preservation-and-land-use> There is no interactive map for gopher tortoises.
3. General rule of thumb: if a land parcel shows up on a scrub jay search, steer your clients away from this parcel. If the parcel appears to be free of scrub jays and the client is planning on improving the property, it is a good idea to get a feasibility study. This will give the client an opportunity to make sure that there are no protected species on the property. Gopher tortoises are easy to find. They have distinct burrows and tend to have burrows where the parcel is more scrub than woods. If a client is planning on holding the property as an investment or do not plan to build for more than a year, a feasibility study may be a waste of resources for the buyer as things can change in over a year. Ultimately, it is the client’s call on a feasibility study.
4. Always “check the box” and ask the listing agent to see if a survey and/or an elevation certificate exists for the property. You might be able to save your client some money.
5. Unless it is an exceptionally large parcel, virtually 100% of these deals will be cash deals. Make sure that your client can pay cash for the property. Depending on the offer price, a proof of funds may or may not be required. Confirm with Josh.
6. If a deal is cash and does not require a feasibility study, most land parcel deals can be closed in two weeks or less, assuming a clean title.
7. To avoid any headaches, confirm that the parcel is zoned residential and whether it is or is not in an HOA community.
8. Almost all the available land parcels for sale will require well and septic.
9. One big thing to look for, especially for buyers that are looking to improve the property within a year, is to check for proximity to tie into electric. Many land parcels will have sparse or no improved properties nearby and may not have electric service near enough to make the parcel worth the purchase. This is one good reason to scope the property personally.

You are welcome to use anyone you’d like for a feasibility study, one example of a local company is:

<http://www.suncoasteco.com/>