



**LAND**  
for sale



# Unlock Your Land's **Potential**

Expert Tips on Managing,  
Improving, and Selling Land



AMANDA CAMP @ LEGACY LAND LIQUIDATIONS

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# FOREWORD

Welcome to “Unlock Your Land’s Potential: Expert Tips on Managing, Improving, and Selling Land.” This eBook, written by Amanda Camp of Legacy Land Liquidations, offers practical advice for anyone struggling with vacant land. Whether your land has been in your family for years or is a recent investment gone idle, it provides the tools you need to transform that land into a valuable asset.

Within these pages lies a clear pathway not just for those venturing solo into the world of land sales but also for those contemplating the benefits of partnering with a land investor. Amanda Camp addresses the myriad challenges faced by landowners in the American real estate market—from burdensome taxes to the rigorous demands of making land attractive to prospective buyers.

That’s not it—this eBook goes beyond simple advice; it invites you into a dialogue with a trusted authority who has guided numerous landowners through similar journeys. From tackling legal intricacies to resolving deep-seated family disputes over land rights, Amanda delves into complex issues with the precision of an expert, offering viable strategies and real-world solutions.

So, whether you’re aiming to unlock capital for new ventures or to alleviate the financial burden of unused land, let this eBook guide you. It promises not only to arm you with knowledge but also to foster the confidence needed to collaborate with a land investor who can shoulder part of the load. So, embark on this enlightening read and start your journey towards a more effective land sale.





# HOW TO IMPROVE THE VALUE OF YOUR LAND

Improving the value of your land can be one of the most strategic decisions you make, whether you're planning to sell soon or hold onto your property for future gains. Here, we'll explore various actionable steps to enhance your land's appeal and marketability. From essential utility upgrades to strategic subdivisions, each method offers a unique approach to increasing your property's worth.

## Add Utilities

Think of utilities as the backbone of land development. Installing basic services like water, electricity, and sewage can dramatically increase your land's appeal and value. Imagine the relief when they learn they won't have to deal with these basics—especially when targeting residential developers.

## Optimize Zoning

If your land is zoned for agriculture but could be perfect for a residential subdivision, applying for a zoning change could open up vastly more profitable avenues. This process involves liaising with local planning departments and possibly hiring consultants, but the ROI makes it worthwhile.



## Boost Curb Appeal

First impressions count. Simple enhancements like landscaping, clearing out old debris, or adding a driveway can transform the perception of your plot. It's like staging a home for sale. Plus, these improvements don't just attract more buyers; they can also increase the selling price of the land.

## Create Income Streams

Income-generating features can make your land significantly more attractive to investors. For instance, setting up a storage unit facility, renting out any available agricultural space, or installing solar panels to sell electricity back to the grid can turn your land into a passive income source.

## Leverage Subdivision

Subdivision can maximize profits, especially in high-demand areas. By dividing a large plot into smaller, more affordable parcels, you can attract a wider array of buyers. Each lot can be sold separately, potentially increasing the total revenue beyond the value of the original large plot.

## Get Permits

Securing permits in advance can ease the concerns of buyers about the feasibility of development. Whether it's for constructing homes, commercial buildings, or other structures, having the necessary permits in place can reduce the investment risk perceived by buyers, adding value to your land.



## Improve Access

Accessibility is key. If your land is difficult to access, its value decreases. Investing in good roads or upgrading existing pathways not only enhances the land's appeal but also its functionality and safety. Better access can open up your land to a broader audience, increasing its overall price.

## Add Sustainability

With an increasing focus on sustainability, adding eco-friendly features can make your land more attractive to environmentally conscious buyers. Features like solar panels, rainwater harvesting systems, or even wind turbines help reduce ongoing energy costs but also add a modern appeal.

As we wrap up this section on improving your land's value, you're now equipped with a variety of strategies to enhance both its appeal and functionality to attract buyers. Next, we'll explore the delicate and often complex issue of handling land ownership after the death of a family member.





# HOW TO HANDLE LAND OF A FAMILY MEMBER AFTER THEIR DEATH

Dealing with a dead family member's estate can be emotionally and legally challenging, especially when it involves land. However, there are some ways to tackle it. Below, we'll guide you through the steps to manage this process smoothly and ensure that all legal and financial aspects are addressed.

## Verify Ownership and Title Transfer

First things first, you'll need to confirm who legally owns the land after your family member's passing. This involves reviewing the will or other legal documents that outline the deceased's wishes. If the land was solely owned by the deceased, the title would likely need to be transferred to the beneficiaries listed in the will. This process requires filing the necessary paperwork with local land records offices. Imagine discovering an old will that contradicts what everyone thought—the right documentation can clear up any possible confusion and ensure the land goes to the rightful owner.

## Settle Financial Obligations

Before any decisions about the land can be made, all financial obligations must be settled. This includes paying outstanding property taxes, settling mortgages, or clearing debts tied to the land, ensuring that no legal issues will arise later that could complicate matters for the new owners.

## Appraise the Land

Knowing the current market value of the land is crucial, especially if you're considering selling it. Hiring a professional appraiser will give you an accurate estimate of what the land is worth based on current market conditions. This step tells exactly where you stand financially, helping guide your next moves—whether to immediately sell at a profit or hold onto it for potential appreciation.

## Make a Decision on the Land's Future

With all the essential information in hand, it's time to decide the land's fate: keep it, sell it, or rent it out. This decision will depend on the family's financial needs, emotional ties to the land, and the potential for income generation or appreciation. It's a bit like deciding whether to keep a vintage car—sometimes it's worth more to sell, and other times it's a treasure worth holding onto.

## Consult a Legal Expert

If the process gets tricky—say, there's a dispute among heirs, or the will is contested—it's wise to consult a legal expert to navigate complex issues like probate, disputes, or unclear legal documents.



# REASONS YOU SELL YOUR LAND BELOW MARKET VALUE

Selling land below its market value might seem counterintuitive at first glance, but there are several compelling reasons why landowners choose to do so. Whether driven by immediate financial needs or strategic considerations, lowering the asking price can sometimes be the best move. Let's explore the various circumstances under which you might decide to sell your land for less than its worth.

## Quick Cash Needs

Sometimes, life throws a curveball—be it a medical emergency, a business opportunity, or another financial need. In such cases, quick access to cash is paramount. Selling land below market value can facilitate a faster transaction, attracting buyers looking for a good deal who are ready to close quickly.

## Hard-to-Sell Land

Some properties are just harder to sell—maybe they're located in less desirable areas, have zoning restrictions, or lack utilities. In these cases, lowering the price can make them more appealing.

## Cut Ongoing Costs

Owning land isn't free; it comes with ongoing costs like taxes, maintenance, and insurance. For landowners who can no longer justify these expenses, especially if the land isn't being used, selling quickly—even at a lower price—can be financially prudent. This is especially true for those who might be struggling with upkeep or facing increased property taxes that are eating into their budget.

## Simplify Inheritance

Inheriting land can sometimes lead to disputes among family members, particularly when not all are interested in holding onto the property. Selling the land below market value can actually expedite the sale and make the process of dividing the estate simpler and less contentious for everyone involved.

## Attract More Buyers

Just as in retail, lower prices tend to attract more customers. By setting a price below market value, sellers can increase the number of potential buyers, leading to quicker sales. This is particularly useful in a slow market or when the seller needs to outpace competitors with similar properties.



# HOW TO USE YOUR LAND TO MAKE MONEY



Owning land can feel like sitting on untapped potential if you're not sure how to use it. The good news? There are plenty of ways to turn your property into a money-making asset. Whether you're interested in leasing, building, or developing new ventures, below we'll guide you through various practical options. So, let's explore how you can put your land to work and start generating income.

## Rent for Agriculture

If your land is suited for farming, leasing it to local farmers can be a way to generate passive income. Agricultural land is always in demand—whether it's for growing crops, grazing livestock, or running small organic farms. Imagine leasing a portion to a local cattle farmer with not enough grazing space. Not only are you earning a steady rental income, but you're also helping meet a community need.

## Develop Rentals

Another way to monetize your land is by developing it into residential or commercial rentals. If your land is zoned for housing or businesses, consider building rental properties. For instance, small apartment complexes, office spaces, or even storage facilities can provide a recurring income stream. With the growing demand for spaces in many areas, this could be a lucrative long-term investment.

## Install Solar or Wind

With the growing demand for green energy, installing solar panels or wind turbines on your land can be an innovative way to generate income. You can sell the generated electricity back to the grid, turning your property into a renewable energy source. In rural areas, this is especially useful where there is plenty of open space and utilities are looking for new energy partners. Plus, this option aligns with sustainable practices, appealing to many environmentally conscious investors and buyers.

## Offer Recreational Use

If you own land in a scenic or rural area, consider turning it into a recreational space. Whether it's setting up a simple campground or leasing hunting rights, your land could become a seasonal or year-round destination for outdoor enthusiasts. For instance, if you have a wooded area or a pond, you could lease it to fishing clubs or hunters, generating income without much upfront investment.

## Start a Business

If you're entrepreneurial, your land offers endless business opportunities. You could start a farm-to-table business, where you grow and sell organic produce directly to consumers. Alternatively, you might develop storage units—ideal for areas where people need extra space—or even an event venue. These types of ventures can generate income and a steady flow of customers to your land.



# UNDERSTANDING ZONING AND ALL THE WAYS YOU CAN USE YOUR LAND

Zoning regulations are one of the most critical aspects to consider when determining how to use your land. It dictates what can and cannot be done on a specific piece of property, impacting everything from business opportunities to residential developments. Now, let's break down zoning concepts so you can understand what your land is allowed to be used for—and how to change it if needed.

## Know Your Zoning

The first step is figuring out how your land is zoned. Most local governments have zoning maps that detail whether your land is classified for residential, commercial, agricultural, or industrial use. For example, if you've inherited a piece of land and it's zoned for agriculture, you won't be able to build a shopping center on it—at least not without changing the zoning first. Checking your land's zoning is crucial because it sets the boundaries for what you can actually do with your property right now.

## Explore Allowed Uses

Once you know the zoning classification, the next step is to explore what activities are actually permitted. Each zoning type has specific rules about what can be built or operated on the land. For example, residential zoning might allow for single-family homes but prohibit multi-story apartment buildings. Commercial zoning might permit small businesses but restrict larger ones. Understanding these limitations will help you figure out the best use of your land within its current classification.

## Apply for Zoning Changes

If the current zoning doesn't fit with your vision for the land, you're not necessarily stuck. You can apply for a zoning change or a variance. A zoning change alters the land's classification entirely—say, from agricultural to commercial—while a variance allows for exceptions within the current zoning rules. For example, if your land is zoned residential but you want to operate a small bed and breakfast, applying for a variance might be the best route. Keep in mind that this process involves public hearings and can take time, but it's worth it if it opens up more profitable or practical uses.

## Consider Mixed-Use

Mixed-use zoning is becoming more popular in many areas as it allows for greater flexibility in land development. For instance, some areas now permit combining residential spaces with commercial or industrial properties, like building apartments above a retail store or having a live-work unit. This approach can maximize the utility of your land, attract a wider variety of buyers, and increase overall value. Therefore, it's worth exploring if your local zoning laws allow for mixed-use developments.





## Look into Special Permits

In some cases, you may not need to change the zoning entirely but can instead apply for a special permit to conduct activities or developments not typically allowed under current zoning but within certain conditions. For example, if your land is zoned residential, you might be able to get a special permit to run a daycare out of your home or use part for a community garden. Special permits can give you the flexibility you need without going through the complex process of a full zoning change.

# NATIONAL LAND CONSERVATION PROGRAMS



Land conservation doesn't just benefit the environment—it can also offer financial perks for landowners. Whether you're looking to preserve your property for future generations, reduce your tax liability, or create a more sustainable ecosystem, participating in conservation programs can be a smart move. Here are some programs that can help you protect your land while offering incentives.

## **Enroll in Conservation Easements**

A conservation easement is an agreement between a landowner and a government agency or nonprofit organization that restricts certain types of development on the land in order to preserve its natural state. By enrolling in a conservation easement, you retain ownership of the land while limiting future development—plus, you may receive tax benefits in return. This option is great if you're passionate about preserving your land, ensuring it remains untouched for generations.

## **Join Conservation Reserve Program (CRP)**

The Conservation Reserve Program (CRP) is a federally funded initiative that pays landowners to convert environmentally sensitive farmland into conservation areas. For instance, if your land is prone to erosion or has wetlands, enrolling in the Conservation Reserve Program (CRP) can provide annual rental payments while you allow the land to regenerate. This program is especially beneficial for farmers looking to reduce environmental impact while still receiving an income from their land.

## **Apply for the Wetlands Reserve Program (WRP)**

Wetlands play a critical role in maintaining healthy ecosystems by filtering water, providing habitat for wildlife, and reducing flood risks. Through the Wetlands Reserve Program (WRP), a voluntary program, landowners can receive financial and technical assistance to restore and enhance wetlands on their property. This type of conservation program not only helps protect the environment but can also offer financial compensation for land that might otherwise be difficult to develop or use.

## **Use the Wildlife Habitat Incentives Program (WHIP)**

The Wildlife Habitat Incentives Program (WHIP), a voluntary program for private and tribal land, offers payments to landowners who improve wildlife habitats on their property. Whether it's planting native grasses, restoring natural ponds, or creating shelter for local species, these actions can support biodiversity and improve the overall health of your land. In return, you may receive financial incentives, turning conservation efforts into a win-win for both you and the overall environment.

## **Explore the Forest Legacy Program (FLP)**

If your land includes forested areas, the Forest Legacy Program (FLP) might be a perfect long-term fit. This unique program helps protect forests from future development, ensuring they remain a vital part of the ecosystem. Basically, Landowners who enroll in the Forest Legacy Program (FLP) may receive financial compensation in exchange for conserving their forested land. It's an excellent way to both protect your land and gain significant financial benefits from maintaining its natural state.





# HOW SELLING LAND IS DIFFERENT FROM SELLING HOUSES

Selling land comes with its own set of challenges and opportunities, distinct from the process of selling a home. Unlike houses, land doesn't offer immediate visual appeal or functionality—buyers have to imagine its potential. Additionally, the market for land is generally smaller, and the financing process can be more complex. Let's explore the key differences that set land sales apart from homes.

## Imagining Potential in Raw Land

When you're selling a house, buyers can easily see what they're getting—kitchens, bedrooms, and bathrooms are all ready to use. However, selling land is different. Buyers have to imagine what the property could become, whether it's a future home, farm, or business. This makes it harder to sell because it requires creativity on the part of the buyer. For example, an empty lot in the city could be seen as a prime location for a new office building, but that vision might not come easily to everyone.



## Longer Sales Cycle for Land

Land typically takes longer to sell compared to houses. One of the most common reasons is that only fewer people are in the market to actually buy raw land. While most buyers are looking for homes they can move into right away, land appeals to a smaller, more niche audience—such as developers, investors, or those looking to build custom homes. Because of this limited buyer pool, selling land can often involve a longer waiting period, sometimes stretching for many months or even years.

## Challenges in Securing Land Loans

Getting financing for raw land is often much more difficult than securing a traditional home loan. Banking institutions and lenders view land as a riskier investment because it doesn't generate income until it's fully developed. Buyers are more likely to need either cash or creative financing solutions, such as seller financing or land contracts. Some of these unique challenges can make it harder for potential buyers to follow through with a purchase, adding yet another hurdle to the selling process.

## Factors Influencing Land Value

Unlike residential homes, where value is often tied to the condition of the property—like how new the kitchen appliances are or how updated the bathrooms look—land value depends on different factors. Location, size, and zoning rules play the most significant roles in determining how much a piece of land is worth. For example, a large parcel of land in a prime location with commercial zoning will be worth far more than a similarly sized plot situated in a rural area with agricultural zoning.



# THREE VARIOUS WAYS TO SELL YOUR UNWANTED LAND

When you're ready to sell your land, you have three main options: sell it yourself, work with a realtor, or sell to a professional land investor. Each method comes with its own set of pros and cons, and the best choice depends on your personal needs—whether you want a fast sale, maximum profit, or minimal hassle. Let's take a closer look at these options so you can make an informed decision.

## For Sale by Yourself (FSBO)

If you're up for handling the process on your own, selling by yourself—also known as FSBO—is an option to avoid realtor commissions and keep more of the sale price, but it requires significant effort.

**Allocate a Budget for Targeted Ads:** You'll need to advertise to get the word out. Online platforms can be highly effective, but allocating a budget for paid ads will help attract many serious buyers.

**Manage Every Detail Carefully:** Selling on your own means you handle everything—pricing, marketing, and negotiations. Mistakes here can be costly, so it's crucial to stay on top of the details.

**Invest Time in Key Tasks:** Attracting buyers requires taking high-quality photos, writing compelling descriptions, and even putting up physical signs. This process takes time and dedication.

**Partner with a Trusted Title Company:** To ensure a smooth, legal sale, you'll want to work with a reputable title company. They handle all the necessary paperwork and ensure everything is in order.

**Be Ready to Respond Quickly:** Buyers will have questions, and they expect fast responses. Be prepared to answer inquiries consistently, as slow replies can turn potential buyers away.

**A Sale Isn't Guaranteed:** Even after all your hard work, there's no guarantee the land will sell quickly—or, say, not at all. Selling by yourself can be a slow process with no certain outcome.

## Sell with a Realtor

Working with a realtor is a more hands-off approach, but it comes with costs. For instance, realtors can clearly guide you through the sales process, but not all agents are experienced in selling land.



**A 10% Commission Cuts Into Profit:** Realtors who are members of the National Association of Realtors typically take around a 10% commission from the sale, which can reduce your earnings.

**Finding Land-Savvy Agents is Tough:** Not all realtors are experienced in selling land, specifically in your area. You'll need to find one who knows the local land market well, which can be tricky.

**You Cover All Costs Until the Land Sells:** Maintenance, taxes, and other expenses are still your responsibility until the sale closes, which can add up if the land sits on the market for a while.

**Realtors Don't Handle Legal or Tax Issues:** While they can manage the sale process, realtors typically don't handle any legal or tax complications—those remain your responsibility.

**Agents May Prioritize Houses Over Land:** Realtors often make more money selling homes than land, so they may not put as much time or effort into marketing your property for a quick sale.

**Sales Can Be Slow:** Even with a realtor, selling the land takes a considerable amount of time. It's not uncommon for it to sit idle for months, especially if the right buyer isn't immediately available.





## Sell to a Professional Land Investor

If you're looking for a quick, hassle-free sale, selling to a land investor might be the best option. Investors are usually ready to make fast cash offers, which can get the land off your hands quickly.

**Fast, Reasonable Cash Offer:** Investors generally offer cash upfront, eliminating the need for financing approvals. This results in a faster sale process, often allowing you to close the deal in just weeks.

**No Closing Costs or Fees:** When selling to an investor, they typically cover closing costs, and you avoid realtor commissions. This puts more of the final sale price into your pocket without deductions.

**Taxes, Liens, and Legal Issues Handled:** Investors deal with any unresolved property taxes, liens, or other legal concerns. This takes the burden off your shoulders, ensuring a smoother transaction.

**Title Companies Ensure a Secure Transaction:** Professional investors collaborate with trusted title companies to ensure that the legal aspects of the sale are thoroughly managed right from the start.



**Investors Manage Everything:** From initial offer to closing, investors handle the sales process. This makes it the most convenient option for sellers who want to avoid stress and heavy involvement.

In conclusion, selling land can seem daunting, especially when dealing with property that's been in the family for years or an investment that hasn't turned out as planned. But as we've explored, there are many ways to approach land management, from increasing its value to finding the right buyer. The key is understanding the potential your land holds and choosing the best route to unlock that value—whether making improvements, working with a realtor, or partnering with a land investor.

By now, you should feel more informed and empowered to take the next steps. Whether you're looking to sell quickly for cash, make your land more marketable, or even find new ways to generate income from your property, the options are out there. It's all about choosing what works best for you.

Here's to unlocking the full potential of your land—and turning it into an asset that works for you.



## MEET THE OWNER FROM LEGACY LAND LIQUIDATIONS

At Legacy Land Liquidations, owner Amanda Camp has been helping landowners sell unwanted properties since 2019. After starting the business in Northeast Texas, Amanda relocated to central Arkansas to be closer to family.

With over 150 land transactions completed across 7 states, we specialize in purchasing rural land and matching it with buyers who have dreams of using it for recreational or residential purposes. We help individual landowners, retiring investors, and small business owners, making the process fast, convenient, and hassle-free.

# HOW LEGACY LAND LIQUIDATIONS CAN HELP YOU

## How We Work with Sellers

We offer a hassle-free way to eliminate your tax burden, take the stress off your shoulders, and quickly turn your land into cash. Unlike realtors, we provide certainty and speed—no waiting around or worrying about how long your property will sit on the market.



- ✓ You'll get a fast and reasonable cash offer within 72 hours.
- ✓ We work with trusted title companies, giving you peace of mind and confidence.
- ✓ We'll take care of all the legal documents for selling land.
- ✓ We can buy with owner financing for a higher offer and initial cash flow.
- ✓ The sale process is quick and hassle-free.
- ✓ The price we agree on is what you'll net - no hidden fees, we cover all closing costs and taxes.



## How to Contact Us

At Legacy Land Liquidations, we strive to make reaching out to us as easy and efficient as possible. Here are the various methods you can use to get in touch with our team:



**Email:** You can send us an email to [offer@legacyland.info](mailto:offer@legacyland.info).

**Phone:** Our team is available to assist you by phone. Feel free to call us at **(888) 797-6939** during business hours.

**Website Contact Form:** Fill out the contact form on our website at <https://legacylandliquidations.com> by clicking on the “Get An Offer” tab and provide us detailed information about your land and to help us assist you more effectively.

**Business Address:** If you prefer to reach out or need to mail something, you can reach us at:

### Legacy Land Liquidations

**6834 Cantrell Rd #2136, Little Rock, AR 72207**



Scan the QR code above to visit the Website!