

Find Florida Land

Action Plan



by Kris Kemp



Find Florida Land - Action Plan

Discover how to find bargain properties—land, houses, mobile homes—anywhere in Florida using this step-by-step Action Plan.

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About this Action Plan

Find Florida Land - Action Plan is a guide that will show you, step by step, how you can bargain properties—land, houses, mobile homes—in Florida.

If a college dropout can do this, so can you.

Anyone can do this.

Even if you have a low credit score.

Even if you do not have any money of your own.

Even if you know nothing about real estate.

Actually, the less you know about real estate, and the less you care about real estate, the better.

The less you know about real estate, the more open, more receptive you are likely to be about learning new techniques.

The less you care about real estate, the less likely to get attached to any one property.

Don't care about real estate.

Care about people who need to buy real estate.

Find out what they are looking for. Find the property. Sell it to them, using financing or for a flat rate or rent-to-own, with terms that are reasonable and fair to both parties, terms in which you make a profit, too.

This Action Plan is a simple overview of how anyone, including you, can find bargain properties anywhere in Florida.

I go into this in more depth in my ebook *Make Big Profits Flipping Florida Land*. You can find out more about that ebook at the following websites:

MakeBigProfitsFlippingFloridaLand.com

FlipFloridaLand.com

Thanks for joining me on the journey.

Kris Kemp

writer, musician, traveler, creative entrepreneur

FindingFloridaLand.com

About the Author



My name is Kris Kemp. I'm a real estate investor, writer, musician, traveler, and creative entrepreneur. My real estate investing specialty consists of buying and flipping tax deed sales properties in North - Central Florida and South Georgia, as well as finding, buying, properties whose out-of-state owners are tired of paying property taxes on, then selling these properties for a profit. Typically, my strategy involves

buying cheap properties and selling them rent-to-own. Although I have a variety of interests, they share the common theme of freedom—time freedom, financial freedom, health freedom, travel/location freedom.

What people have said about me

“Kris is a genius”

Tony (Ad Exec, Chicago)

“The most creative person I've ever met.”

Ben (Restaurant Manager, Actor, New York City)

“You're the exception to every rule.”

Ryan (Commercial Fisherman, West Palm Beach, FL)

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Feel free to email me if you have any questions.

KrisKemp.com

Self-Development Made Simple

KrisKempCreative.com

Get the done-for-you method you can use to build an audience and grow your profits for your online business. This is digital marketing made simple.

Real Estate Investing & Land For Sale By Owner

MakeBigProfitsFlippingFloridaLand.com

Discover how to find, buy, and flip properties—land, houses, mobile homes—in Florida, or anywhere else in the United States, for fun and profit.

FlipFloridaLand.com

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FindingFloridaLand.com

Revealed: The Real Estate investing secrets most don't know about.

FindFloridaLandForSaleByOwner.com

Find, Buy, Sell Florida Land For Sale By Owner. List your Land FSBO free.

TheLandDepot.net

Find the best deals on land for sale anywhere in the United States.

Novel

TheRailsNYC.com

Every city has its secrets. Even New York City. Discover the secret that will change everything. A novel by Kris Kemp.

Music Projects

SoundCloud.com/kris-kemp

collection of songs and music

DumpsterDiverMusical.com

A new musical about friendship, adventure, and dumpster diving

1989TheMusical.com

Finally, an 80's musical for the rest of us

Ebooks

30DaysToSuperPowers.com

Get a flat stomach and look 15-to-20 years younger, in ten days or less, using these scientifically proven techniques that most people don't know about.

ComfortMagnets.com

Discover how to attract whatever-it-is you want in life

The3SecretsOfHappiness.com

Revealed: The 3 secrets of happiness

TheShiftDiet.com

Shift your thinking, lose the weight. Uncover the simple strategies to natural weight loss in 30 days.

HowToTravelEuropeCheap.com

Discover how to travel Europe like we did, for \$5 dollars a day or less. If two college dropouts can do it, so can you!

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Discover how to find, buy, and flip properties—land, houses, mobile homes—in Florida, or anywhere else in the United States, for fun and profit.

FlipFloridaLand.com

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Preface

You can do it.

You can do whatever-it-is you want to do.

How much do you want it?

If your “why” is big enough, the “how” will take care of itself.

In other words, what is your “why”?

Why are you interested in making a fortune with real estate investing?

Put a big enough “why” in front of you, and then you will be motivated enough to figure out “how” to accomplish that goal.

Money is a financial instrument that has a form of value.

When you learn the practical strategies you can use to find, buy, and flip properties—land, houses, mobile homes, investment properties—in Florida, or anywhere else in the United States, you are arming yourself with valuable knowledge that you can use to make lots of money.

Before you embark on this adventure, place a “why” in front of yourself.

Ask yourself: “Why do I want to make lots of money with real estate investing and property flipping?”

Once your “why” is big enough, the “how” you can do it, the “how” you can make lots of money with real estate investing and property flipping, will take care of itself.

You can do it.

3 ways to find bargain land

1) Tax delinquent lands (delinquent tax rolls)

When you search for tax delinquent lands, you'll be pleasantly surprised by what you find. Some counties have text files listing hundreds of properties that are tax delinquent (wherein the owners are late in paying their property taxes). As this requires looking over large lists, it's a relatively untapped market for finding low cost properties.

(If you don't see any links for county owned lands, simply call the county clerk and ask if they have a list that they can mail you. It might require a few dollars but it's worth the investment.)

Using your computer and the Florida Counties Tax Deed Sales map, pick a county that interests you and visit the website for the county clerk. Find the link for tax deed sales and click it. At the next page, look for a link that says "delinquent tax roll", "delinquent taxes". Click on that link. A page will appear that lists owners of land who have been delinquent on their taxes.

Often, these owners are in a crisis situation (divorce, medical emergency, job layoff, car breakdown) and they cannot pay their property taxes. You can type their name and address into www.WhitePages.com and do a reverse search for their phone number, or you can write them a letter.

Ask them if they're interested in selling their land. Offer to pay cash, take care of the paperwork fees, and tell them you can close in 7 days. Include a self-addressed stamped envelope so they can easily respond.

To sum it up, you're finding the property owners who are late in paying their property taxes. Perhaps they're interested in selling their property. Simply send them a postcard or letter with an offer to buy, or call them if you can.

Buying land with from list of delinquent tax rolls

Most counties in Florida have a large list of delinquent tax rolls that contains the addresses of property owners who are late in paying their property taxes. This presents another way for you to buy land from someone who may want to sell.

Once you find a parcel you like, find the address of the owner.

At this point, you can write them a letter or postcard, or call them.

I offer sample scripts for your letters or postcards, that you can use in my full ebooks FlipFloridaLand.com and MakeBigProfitsFlippingFloridaLand.com

2) County owned lands

County owned lands are lands that are owned by the county. These are also called escheated lands or struck off properties, as in lands that have been “struck off” to the county. Usually, these lands have been to the tax deed sale but, for whatever reason, no one has bid on them. If the county has these lands, you will find them at the county clerk website, by clicking on the link that reads “tax deed sales.”

Look over these lands and see if any are worth buying from the county. My experience regarding county owned lands has been mixed. At a Levy County sale of escheated properties I purchased peculiar shaped lots (15 x 165, 60 x 70) at a low price and sell them a profit, doubling my investment. Looking over the Pasco County clerk website, I noticed information on ordering a list of county owned properties. The cost was 15-cents a page and the list was 31 pages. Eagerly, I enclosed a check for \$4.05, a thank you note, and a self-addressed stamped envelope into a 9 x 12 envelope, and mailed it. A week later I received the list. After tearing it open, I spent the next two hours searching for the parcel identification numbers at the Pasco County property appraiser website. Halfway through the list, I stopped the search. The properties, so far, had been scraps, strange sizes like 1’ x 75’, completely

unusable. In short, county owned lands are worth looking into, but you might want to limit your time in doing this.

3) Calling out-of-state owners

Visit the county that interests you and visit the website for the county clerk. Type in a last name. Make one up. A list of names will appear. Pick a name and click on the link. A new page will appear with property information. Write down the parcel identification number and the first and last name of the owner. Visit the property appraiser for the same county. Click on “records search” and search using the parcel identification number or the first and last name of the owner. A new page will appear that has a link to a GIS (Graphical Information System) map. Click on that link. At the top of the GIS map will be icons (symbols). Click on the icon that moves you further away from the image. (Usually, this icon is a minus (-) symbol. Using the GIS map, start clicking on different lots to find ones that belong to out-of-state owners. When you do find one, contact them and ask them if they want to sell. Offer to pay cash, cover the closing fees, and finish the sale within 7 days. Navigating the GIS map can be fun and slightly addicting. It’s kind of like playing Monopoly except with real money, so be careful.

As you can see, there’s a number of ways to buy land without having to pay realtor fees or even use a title company. In the next chapter, we’ll discuss the steps necessary to finding land owners who are motivated to sell you their property. Often, you’ll find that these land owners are tired of paying property taxes and ready to sell, yet don’t want to deal with realtors, so this is a win-win situation for both parties.

Specific steps to buying land that's not advertised for sale

Some of these steps are similar to the steps to buying tax deed lands, however these lands are not up for auction at the tax deed sale. Thus, you don't have to competitively bid for the property. Using this technique is fun and profitable if applied correctly.

Once you know how to search for land in Florida, using the property appraiser's website, you can offer to buy land from owners who no longer want it.

How? Follow the steps below.

1) Pick a county in Florida. If you live in another state, pick a county in your state.

1. Find a Florida map or a map of another state in the United States.
2. Pick a county.
3. Visit the corresponding tax clerk's office and look over the land that is available at the next tax deed sale.
4. Get the parcel identification numbers for the lands that interest you.

2) Visit the property appraiser for that county.

1. Search for that land using the parcel ID number.
2. Hit the "GIS Map" option button. You'll see an aerial view of the lot, along with adjacent (neighboring) lots.
3. To find out information about the neighboring lots, including who owns them, how much they paid, and when the last sale was, click on the neighboring lot.

3) Look for property owners of neighboring lots.

Find their contact information. Write down their contact information.

4) Go to: www.WhitePages.com

1. Type in their contact information and search for their telephone number.
2. Ask them if they would like to sell their land and offer them a price that's fair to both of you.
3. If you feel shy about calling, write them a letter. Enclose your contact information or a self-addressed stamped envelope so they can reply with little hassle.
4. If you are unable to find their phone number or address, search for them on Facebook or Instagram or other social media. Also, search for them using DuckDuckGo.com and google.com and brave.com Also, search on DuckDuckGo.com for “how to find someone's contact information”

What do you do next?

What if they say no? What if they say yes?

What do you do next? How do you buy the property, safely, so you get legal ownership, when you are in another state?

Are forms required for tax and other purposes? In Florida, yes, there are forms required.

You can find the answers to these questions, and more, in the full ebooks at:

MakeBigProfitsFlippingFloridaLand.com

FlipFloridaLand.com

How to Find Bargain Properties Anywhere in the U.S.

1. Find the county tax clerk website. Bookmark it.
2. Find the county property appraiser website. Bookmark it.
3. Open both sites.
4. **Out of state owners.** Search for properties with out-of-state owners. Contact them. Make an offer to buy their property. Offer to pay for all closing costs and title company fees (who will be offering escrow).
5. **Tax Deed Sales.** Research tax deed sales properties. Go to the sale. Make an offer. Identify (using GIS at the property appraiser's website) the neighboring lots, contact owners of those lots, make offer to buy their lots.
6. Once you get good at either or both of these techniques, you can do this using other people's money. Contact trustworthy people who have money to invest. Offer a 50/50 or 75/25 profit split. They put up the money. You handle the research and the deal, the buy and sell. You agree to pay them 50% above their investment, or 75% above their investment, on the profits. For example, if you get a property for \$7,000 dollars and sell it for \$14,000 dollars, with the 50% deal, you would earn \$3,500 dollars and they would earn \$3,500 dollars. Essentially, you get paid for the research, your time, and your expertise. They get paid for the money they invested without which the deal would not have happened.
7. **Pre-sell the property.** One more thing you can do is pre-selling the property. Say you are considering buying an out-of-state property or you are in the process of buying it, you could post the actual lot for sale, in a local paper (so the actual owner does not see it) in order to see what it will sell for. You can do this online, too, with local real estate listing sites and even smart phone apps. Test the waters. See what it will sell for. Then buy it.

Thanks for reading the “Find Florida Land - Action Plan”.

If you want to know more about finding, buying, and flipping properties—land, houses, mobile homes—for fun and profit in Florida or anywhere else in the United States, grab a copy of my ebook “Make Big Profits Flipping Florida Land” at one of the websites below ...

MakeBigProfitsFlippingFloridaLand.com

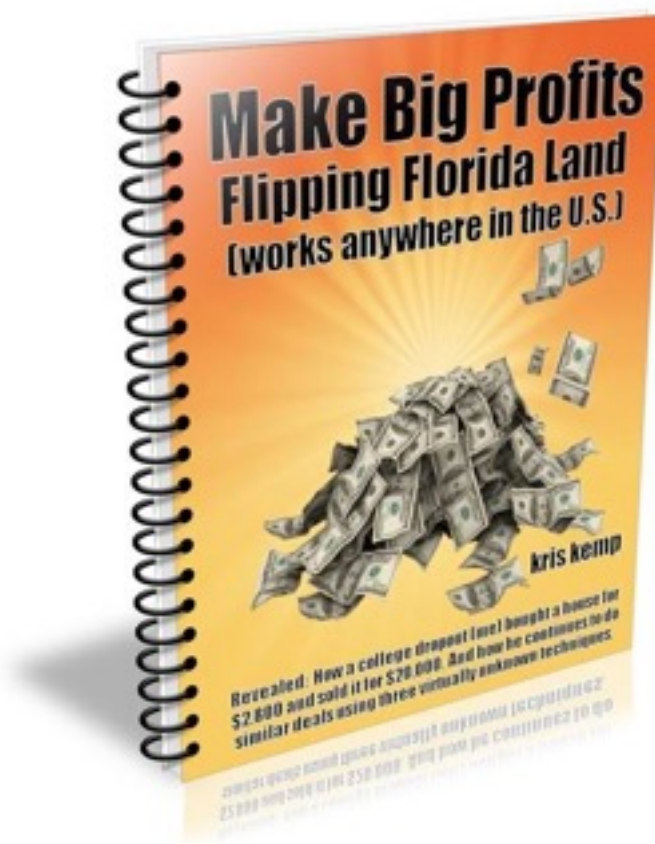
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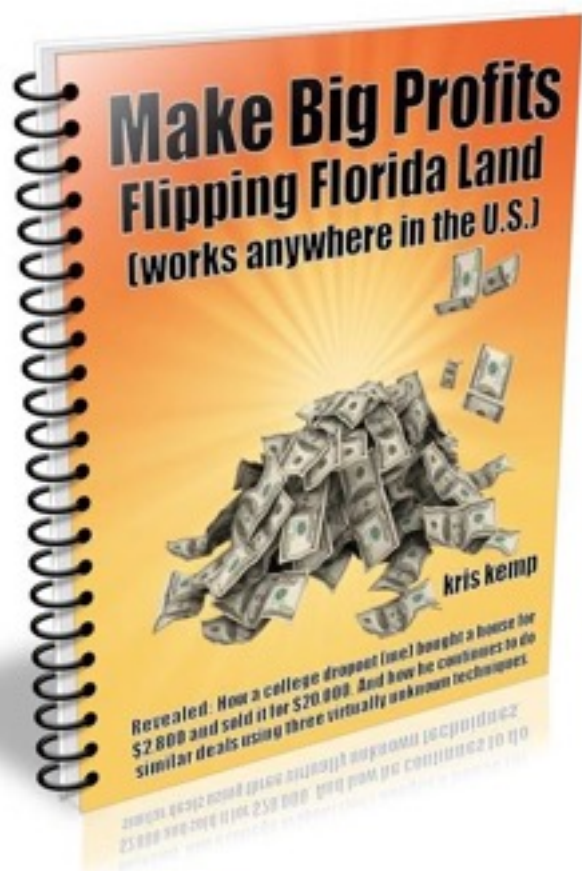
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