

What is Land Flipping?

By Mark Walter, CCIM

Land or property flipping happens when property is purchased from a seller, that is not familiar with the real estate market, and the buyer then quickly resells the property for a large profit. When properties are flipped, usually minimal, if any, improvements are made to justify a higher price. The buyer uses his knowledge of the market to create large profits. Therefore, it is important to know your buyers ability to develop and financial strength before tying up your property.

Washington County has one of the hottest real estate markets in the nation right now, so if you are interested in selling your land, do not to leave cash on the table!! List your property with a qualified agent that knows and understands the real estate market and get the best possible selling price for your property. This will insure that the buyer will not turn around and profit from your lack of knowledge of what your land **WAS** really worth.

Editor's Note: Mark Walter, CCIM, has been active in real estate in Southern Utah for the past twenty-nine years. He is the principle broker/owner of NAI Utah Commercial Real Estate. Visit him at www.markwalter.com