

DAVID BRYANT, CCIM

THE LAND MAN'S GUIDE TO
**BUYING, SELLING,
AND MAXIMIZING**

YOUR LAND'S POTENTIAL



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By David Bryant, CCIM

INTRODUCTION

Central Florida's land market is full of unique opportunities, whether for agricultural ventures, recreational use, or development. This ebook is designed to help landowners and investors navigate this market, offering guidance on buying and selling land, effective land management, maximizing value, and understanding the legal and conservation landscape. With expertise and local insights, this guide aims to empower you with knowledge to make informed, value-driven decisions.

1 BUYING AND SELLING LAND IN CENTRAL FLORIDA

Key Considerations for Buyers

- **Location & Access:** Proximity to infrastructure is essential. Consider highway access, proximity to towns, and road quality, as these can affect future land use.
- **Zoning & Land Use:** Ensure zoning aligns with intended use. Central Florida offers various zoning types, from agricultural and residential to commercial, so confirm current and future zoning plans.
- **Environmental Features:** Soil quality, flood zones, and natural resources like water or timber affect land usability and costs. Soil testing and environmental assessments can help you identify opportunities or restrictions.

Tips for Sellers

- **Prepare Land for Sale:** Mow, clear, and showcase the best features. Consider basic improvements like fencing or road access to increase appeal.
- **Highlight Land Potential:** Tailor your listing to specific buyers—mention farming potential, residential development possibilities, or recreational uses like hunting and fishing.
- **Partner with an Experienced Land Broker:**
Navigating the land market can be complex. Working with an experienced broker like David Bryant, CCIM, The Land Man of RE/MAX Premier Realty, ensures you're getting expert insights to position your property for the best outcomes.
- **Understand Market Trends:** Stay up-to-date on regional land prices. Central Florida is a diverse market with growth in areas like eco-tourism and sustainable farming; positioning land according to trends can attract serious buyers.

Current Market Trends

Central Florida's real estate market is growing, with trends showing demand for agricultural land, recreational properties, and eco-friendly developments.

A high demand for sustainable land use creates a niche for conservation-minded buyers and sellers.

2 LAND MANAGEMENT STRATEGIES

Best Practices for Soil and Water Conservation

- **Erosion Control:** Plant cover crops to reduce erosion and protect soil health.
- **Water Retention:** Install rainwater catchment systems and utilize natural pond features to maintain water supply during dry seasons.
- **Contour Farming:** Use the land's natural slope for contour farming, minimizing soil erosion and maximizing water retention.

Sustainable Farming and Ranching Techniques

- **Rotational Grazing:** Allow pastures to recover by rotating livestock, preventing overgrazing and promoting healthier grass growth.
- **Organic Practices:** Central Florida's market for organic produce is expanding, so using sustainable, organic methods can increase product value.

Timber Management Essentials

- **Harvest Planning:** Selectively harvest trees to maintain a healthy forest and promote long-term growth.
- **Replanting Efforts:** After harvesting, replant native species to preserve forest health and biodiversity.

3 CONSERVATION PROGRAMS AND TAX BENEFITS

Conservation programs and tax incentives can make a big difference in managing land effectively while reducing costs. Florida offers several state and federal programs that benefit landowners focused on conservation, agriculture, and sustainability.

Here are some key programs available to help you manage land responsibly and reduce tax burdens.

Greenbelt Agricultural Tax Assessment

Designed for agricultural landowners, the Greenbelt Assessment reduces property taxes by classifying land for its agricultural value rather than market value. To qualify, submit an application to your county appraiser's office, providing documentation of active agricultural use.

Environmental Quality Incentives Program (EQIP)

EQIP provides funding for conservation practices on agricultural land. Eligible projects include soil improvement, water conservation, and habitat protection. Visit the USDA website for application details.

Conservation Reserve Program (CRP)

The CRP incentivizes landowners to remove environmentally sensitive land from production and instead plant species that improve water quality and prevent erosion. A long-term option that provides steady income.

Conservation Easements

With conservation easements, you can set aside parts of your land for environmental protection. This allows you to retain ownership while benefiting from tax reductions and supporting biodiversity.

4 MAXIMIZING LAND VALUE AND INCOME

There are many ways to maximize the value and income potential of your land beyond traditional uses. Central Florida's diverse ecosystem and growing interest in agritourism create new opportunities for landowners to generate additional revenue.

From hunting leases to farm experiences, here's a look at profitable options for adding value to your property.

Hunting Leases

Florida's wildlife attracts recreational hunters, making hunting leases an excellent income source. Ensure your lease includes terms for safety, liability, and specific hunting seasons.

Agritourism Opportunities in Central Florida

Agritourism is thriving, with visitors eager for farm experiences, U-pick fruit farms, and pumpkin patches. This can provide seasonal income and increase your land's visibility as a community attraction.

5 LEGAL CONSIDERATIONS FOR LANDOWNERS

Land ownership comes with legal responsibilities, especially in a regulated area like Central Florida. From zoning laws to water rights, understanding the legal landscape will help you avoid issues and make the most of your property. Here's a summary of some essential legal considerations for landowners in Central Florida.

Zoning and Land Use Regulations in Central Florida

Zoning dictates what you can do with your land. Familiarize yourself with county-specific zoning ordinances, especially if you plan to alter land use. Check with local agencies to stay compliant.

Water Rights Specific to the Region

Water rights are essential in Florida, where water bodies are protected resources. Understanding your rights is crucial if you plan to use surface water for irrigation or other purposes.

6 RESOURCES FOR LANDOWNERS

Local Extension Offices and Government Agencies

The **Florida Department of Agriculture** and local extension offices offer resources, workshops, and guidance on land use. Contact your county extension office for specific programs and advice on land management.

Conservation Organizations in Central Florida

Nonprofits like **The Nature Conservancy** and local land trusts provide resources for sustainable practices and conservation funding opportunities. These organizations can assist with conservation easements and land preservation efforts.

ABOUT DAVID BRYANT, CRE BROKER



David Bryant, “The Land Man,” specializes in helping clients buy, sell, and manage land across Central Florida. As part of RE/MAX Foxfire and the RE/MAX Commercial network, David brings local expertise and a deep understanding of the region’s

real estate landscape. From site selection to development advisory, David’s team is dedicated to guiding you through every step of the real estate process, helping you maximize your property’s potential and make informed decisions.

For more info or to book a consultation with David, call 352-901-0107 or e-mail DavidBryantCCIM@gmail.com.

You can also connect with him online at www.TheLandMan.co

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READY TO UNLOCK YOUR LAND'S FULL POTENTIAL?

Whether you're considering buying, selling, or simply looking to maximize the value of your property, David Bryant, The Land Man, is here to help. With years of expertise and a deep understanding of Central Florida's real estate landscape, we'll guide you through every step.

Visit thelandman.co to explore our services, access additional resources, or schedule a consultation today.