

INTRODUCTION

Your Home is Personal

Roughly 50,000 Americans build their own homes each year, averaging just over 2,600 square feet per home. They are not building small, summer cabins by the lake with their friends – although that may be happening too. Mostly, these intrepid individuals are building single family homes that they will move into with their families upon completion.

Conduct a simple search on the web for "build my own home" and you will find all kinds of advice and warnings from laypeople and construction professionals. The information and opinions they share could excite you about the prospect of building your own home – or may make you wonder why you ever had such a crazy idea in the first place.

Whatever fears may beset you, this much is true: If you are disorganized, often frantic or easily rattled – or have no time in your day to respond to questions from a Construction Manager or General Contractor – it's unlikely that custom home construction is for you. On the other hand, if you are organized, unruffled, and are genuinely motivated to build a home that is designed for your specific needs and desires – you may have the wherewithal to join 50,000 others who are motivated (even if a little intimidated) each year to build their own custom homes too.

To begin the process of custom home construction, you will need some land. Maybe you are fortunate and you have been gifted land by a family member on which you'll build your dream home. Congratulations! You can skip ahead to understanding basic zoning and permitting guidelines with the help of a local General Contractor, who will know some things about zoning rules and permitting procedures in your area. Make sure you are free to build a home on your land. File the necessary construction documents and permits required for your municipality. Select your custom home plan. Hire your builder/contractor – and you're on your way to building your custom home.

If you know you want to build a custom home, but haven't yet found the land on which you will build it, this guide will help you identify buildable land and offer useful tips and guidelines to help you succeed. You will learn how to evaluate land for constructing your custom home and what issues you should be looking out for when assessing potential home sites.

1 2014-16 US Census Data: Single Family, owner-built homes (Table Q1)



Don't be afraid of buying buildable land for crafting your custom home. Like anything else, there are steps and processes you'll need to take in order to complete your mission – but they are all do-able. Of course, this statement is not to suggest that you can pick *any* piece of land and expect to build a quality, legally permitted home there. There are several important factors to consider when deciding on a piece of land to purchase as your home site. You'll find essential considerations covered here.

Rather than delving into all of the myriad possibilities and options, the intent of this guidebook is to help you identify buildable land that you may want to buy for the purpose of constructing a custom home. It will help you determine what kind of land may be suitable for your budget, usage and home design. It will be up to you to consult with professionals – such as Realtors, builders, financial lenders, surveyors, and contractors to give you relevant, local advice. This guidebook is your launchpad.

First things are first. Do you know how much you want to spend on a plot of buildable land? Have you spoken to a financial lender yet about your loan options? Perhaps you are buying land using equity in your current home, getting a loan or gift from a family member for a down payment – or maybe you already have all of the cash needed set aside and waiting to go to a land purchase.

Wherever your source of funding is coming from, you need to lock down your land-buying budget first. It will be a waste of your time to get excited about a \$350,000 piece of view property if you narrowly have \$60,000 to spend on land. There are important things to consider when evaluating how you will pay for the land, and knowing how much your ideal budget is, then establishing your 'stretch budget' – as well as knowing what your home construction budget will be. These are all priority questions you need to have answered before you spend time looking for land.



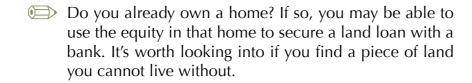


If you know that you will need to finance a land purchase, start where you're comfortable. That may be asking for a family gift or personal loan. It's also worth asking the seller if they will finance you until you are ready to combine it with your construction loan. This could be an appealing proposition to a seller who has been trying to sell a parcel of land for a long time.

There are several ways to get the money to buy the land you want, or you may end up combining several of these sources. In general, a lending institution, like a bank or credit union, will want more of a down payment for land than they would for a house. Homes have clear resale values, whereas unbuilt land values are uncertain and present greater risks for banks to loan against. This is why you should expect to pay between 20% to 50% down on the land. It's important to shop around for the best terms. Local lenders are often the best places to start for land financing. Local banks and credit unions are more familiar with the area and more likely to invest in development for their communities. Larger banks, based outside of your state, will be looking only at their risk factors and your credit worthiness. Unless you have a solid relationship with your local branch office, you may be asked to put down a lot more of your own money than you were counting on. Here are some financing options to consider:

• Personal/Private Party – This is money given to you by a close personal friend or family member. There may or may not be a Promissory Note that includes repayment terms. This kind of loan is unlikely to show up on a credit report and can be for the entire purchase price or for the down payment on a property.

• Bank – An institutional loan that is subject to credit approval and banking terms and conditions. Banks are risk-averse and are more likely to expect you to put down at least 20%, if not as much as half, of the purchase price of the land. Start with local banks because they are more knowledgeable about location, property values and local trends. They are also more likely to invest in their communities.



- Credit Union Most credit unions are hyper-local. If you belong to a credit union, you should look at their land loan options. Because credit unions have members whose money they will be lending you, they may be as risk-averse, or more so, as banks. Check out the interest rates and terms with a credit union where you already do your banking, or join one you like before applying for a land loan.
- **Government** Government loans are available for land purchases in rural areas where financing may be difficult to secure – especially for low-income buyers. Section **502 Direct Loans** offer fairly generous lending terms and conditions for construction. So, if buying land to farm is your dream, there may be a government loan available to help you accomplish that dream.



• **Seller-Financed** - Sometimes sellers are willing to carry the financing for you for a period of time- such as until construction is complete and you can combine your construction loan and your land purchase into a single mortgage. Some sellers are even willing to carry the loan until you pay off the debt. This kind of loan generally requires a Promissory Note with terms and interest rates clearly stated. Before signing a Promissory Note, get a lawyer's opinion so you are well-advised on the terms.



• Veterans Administration (VA) - If you are a veteran, it is worth checking on VA loans with your bank or credit union. There are some important conditions to consider when taking out a VA land loan - such as making a commitment to complete construction within a specific timeframe and having the home construction warranteed by the builder – but there are workable land loan options available for veterans through lenders, especially credit unions serving the military, such as Navy Federal Credit Union.

• Mortgage Broker – A Mortgage Broker has one primary goal: To help you secure a home loan. While most brokers work for you to find a home mortgage, not a land loan, you may want to talk to a few to create relationships and gather information. You could end up meeting a broker who is willing to and capable of finding you a land loan, a construction loan and then wrapping it all up into a competitive home mortgage.















6 | Kat May, Ink. Kat May, Ink. 7 Other important financial factors to consider when budgeting for your land costs are related to developing the land for construction - including architectural plans, assessments, surveying, permitting and testing fees - and the actual cost for construction of your home. There are some decent cost estimation tools available online that will give you a ballpark figure for home construction costs in your zip code (see *Resources*, pg. 25)—but there's nothing like getting the information from someone who builds homes every day in your future community. A general contractor or construction manager who specializes in residential construction, especially for custom homes, will have real world experience and current knowledge that could save you a lot of time and money.

Do your research to get a sense of what it will cost you to build the home you want to build, whether it's a 3 bedroom, 2 bath rambler or a 2-floor contemporary home with a basement. The reason for doing this in advance is to help you determine how much of your total budget you can dedicate to the land purchase. For example, if you prequalified with your bank for a \$400,000 home mortgage and you're intending to build a 1600 sq foot home at \$200 per square foot, costing you \$320,000 for construction alone – that leaves you about \$80,000 for land and all permitting fees. A good contractor will also tell you to plan for overages – because life isn't perfect and sometimes things end up costing more than you'd planned. In this scenario, and unless you have some money you can leverage later if necessary, you'd be wise to look for buildable land that is below \$50,000 so you have \$30,000 worth of wiggle room. \$30,000 for land would be even better. Of course, this is all relative to your land and construction budgets.

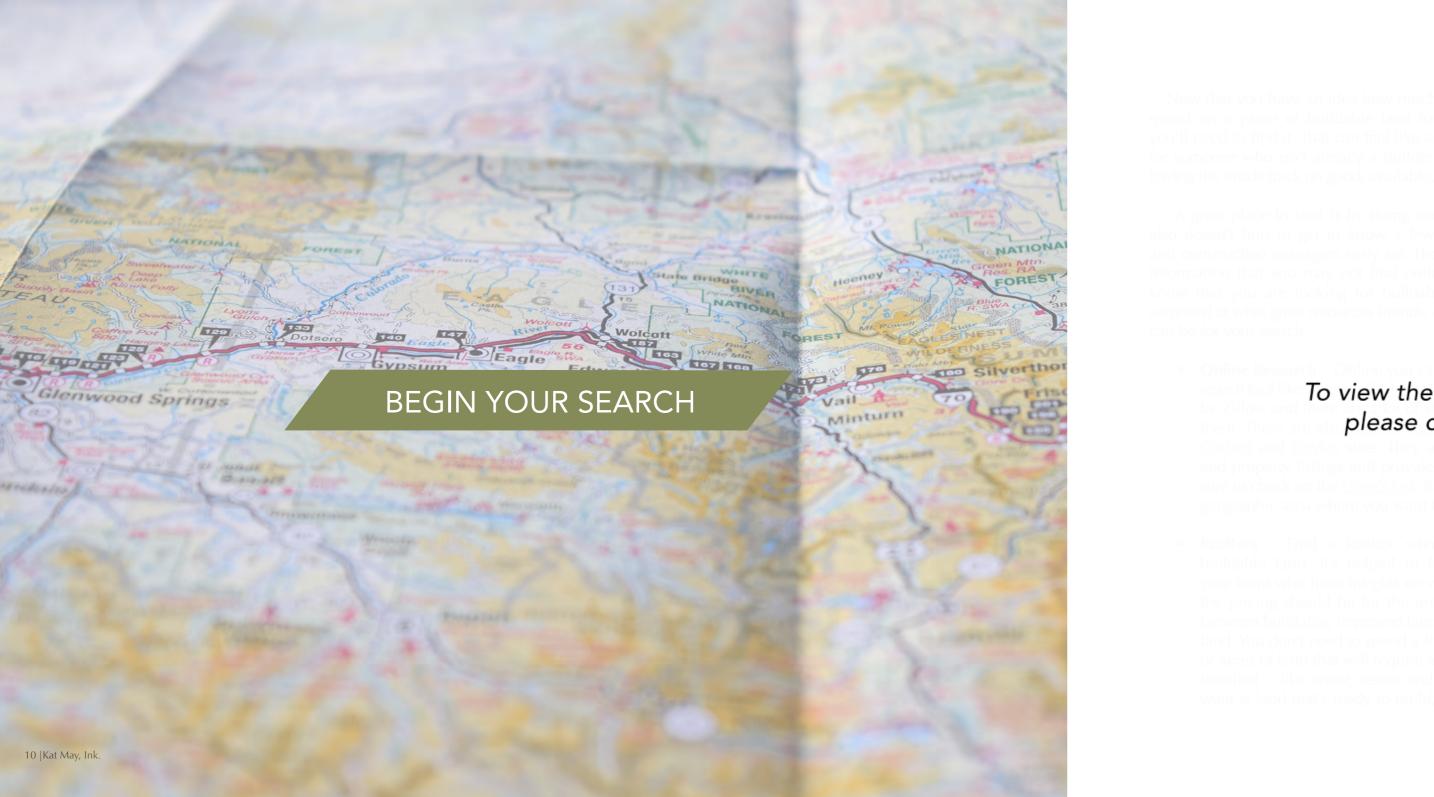
"According to Hawkins Research, Inc., the typical costs for the building of a ranch of 2500 square feet would place construction at a \$173 per square foot cost, though national average stands between \$125 to \$175."²

Know your construction budget and stick to it. Things will come up that you didn't plan for in your budget – like cost overruns due to material price increases and labor delays. Go into your homebuilding project expecting it, provide yourself a financial cushion for the inevitable expense hiccups that will occur and you will be fine.



² Fixr.com: https://www.fixr.com/costs/build-ranch-house. Check the *Resources* page for online links to square footage price calculators.









Make It Work For You

THIS IS A SAMPLE.

To view the full document or request other samples, please contact me at queries@katmayink.com

THIS IS A SAMPLE.

To view the full document or request other samples, please contact me at queries@katmayink.com

16 Kat May Ink

Kat May, Ink. | 17

Find the Land You Want Know What You're Getting

THIS IS A SAMPLE.

To view the full document or request other samples, please contact me at queries@katmayink.com

THIS IS A SAMPLE.

To view the full document or request other samples, please contact me at queries@katmayink.com

10 Wat May Ink

To view the full document or request other samples, please contact me at queries@katmayink.com

THIS IS A SAMPLE.

To view the full document or request other samples, please contact me at queries@katmayink.com

20 | Kat May, Ink.



To view the full document or request other samples, please contact me at queries@katmayink.com

THIS IS A SAMPLE.

To view the full document or request other samples, please contact me at queries@katmayink.com

24 | Kat May, Ink

