



Brigantino's San Benito Realty

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How To Successfully Market Your Farm House For Sale In California

Throughout the recent pandemic, many people are deciding to make the move to a more rural way of living. A lot of California residents are looking for land with wide open space, and hoping to find farm land for sale near them.

If you are ready to sell your California farm, now is a great time to do it!

That being said, a lot goes into selling a farm, and it often takes a little more preparation than just selling a typical home.

Today, [San Benito Realty](#) wants to share with you some tips on marketing and selling your farm house for sale in California.

1. Prepare Any Important Documentation

It's important to have all of your important documents and information gathered and organized in advance.

Paperwork such as the title, the deed, maps of the land (if available), along with any other pertinent documents should be collected and filed so you can share with your realtor and potential buyers.

These documents will help you properly market your property. On top of that, having all of the necessary paperwork already together will help the sale process run smoothly and efficiently.

If you are not certain of all the paperwork you'll need to have, you can [ask your realtor.](#)

2. Prepare A List Of Basic Information Regarding Your Farm

When you are marketing your farm, it's a smart idea to have important information about your property compiled for those who are interested in farmhouses for sale in California to look at.

This list should give prospects a clear picture of what they will be purchasing, and why it is worth their while!

[Warner Real Estate and Auction says,](#)

“Other important issues when selling include leases, fertility, yield history, environmental factors, drainage, potential property uses, restrictions to use, recreational uses, mineral rights, air rights, easements, property taxes, and any improvements such as precision leveling or tiling.

Doing due diligence will make for a smooth transaction.

If you do not have the time or experience, hiring a real estate professional specializing in farmland can save you headaches, maximize your farm's market exposure through local, national, and international resources, and ensure you receive the highest price possible for your farmland."

There is a lot that goes into running a farm and potential buyers are going to want to have a lot of information about your farm before making an offer.

So do yourself a favor and write all of that information down in an easy to read packet for buyers to review.

3. Have Your Farm And Property Appraised

Although typically the appraisal is the responsibility of the buyer, it can be a wise choice to have your property appraised early. When you do this you are able to learn of any potential issues that are lowering your property value and fix them.

The cost of the appraisal will most likely be worth it. It will allow you to get more for your property because you can fix issues early and increase your farm's market value.

While you don't *have* to get your farm appraised early, it can be very beneficial in the end.

4. Make Needed Updates Or Repairs To Your Farm

Whether your farm sale includes a farmhouse or not, you should be sure that you give the same care to any buildings on your property. Be certain to work on the curbside appeal, and make sure your farmland is neat and clutter free.

Take the time to fix any issues on your farm and work on any needed updates.

[HGTV says,](#)

"In a buyer's market, you want your home to be in the best condition possible. Take care of major defects like broken windows or a leaky roof that could discourage buyers.

Curb appeal is crucial to a good first impression, so make sure your home's lawn is immaculate. Mow the lawn, prune the bushes, weed the garden and plant flowers.

A sloppy exterior will make buyers think you've slacked off on interior maintenance as well. Be sure to clean the gutters and pressure wash your home's siding."

Buyers are going to look at things like curbside appeal, neatness, and issues or broken fixtures. These factors may help a buyer determine if they want to buy your farm or not. It is important to take the time to properly prepare your farmhouse to sell.

5. Hire An Experienced Realtor

Working with a realtor who is an expert in selling farmland can help the process go much smoother, and help you get a fair price for your farm.

Be sure to look for a real estate agent who is professional, and has plenty of experience selling farms in California.

San Benito Realty is a well established professional real estate company in California. The agents at San Benito have been well trained and are experts in selling California farmland.

[For a real estate agent who is experienced with farmhouse sales in California, click here to contact San Benito Realty today!](#)



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