



## WHAT CAN AN ACCREDITED LAND CONSULTANT PROVIDE YOU?

### Real Estate Planning and Consulting

- Investment opportunities and analysis
- Information about exchanging properties
- Strategies and innovations to achieve your objectives
- Methods to safeguard your property interests
- Coordination with your attorney, accountant, manager or lender
- Financial data and assistance

### Market Valuation

- Property valuation
- Land-value information
- Current details about land management and sales
- Facts about your area's property market
- Advice about specific land parcels

### Specialized Services

- Details concerning the agricultural and urban markets
- Knowledge about land-related contracts
- Data about crops, soils and agri-land
- Specialties, such as timberland, recreational properties and development land
- Knowledge about current land-related tax laws
- Knowledge about current government regulations

### Nationwide Contacts

- Trusted national RLI referral network
- State, regional and national marketing sessions
- Contact with qualified buyers, sellers and exchangers

### Commitment and Integrity

- Specialized education unmatched by non-designees
- Ethical and professional real estate services
- Expertise that's only a phone call away



## AN ACCREDITED LAND CONSULTANT IS THE KEY ELEMENT TO A SUCCESSFUL LAND TRANSACTION

**An ALC has the knowledge** and expertise to maximize the return on your land investment.

**An ALC is part of an extensive network** of land professionals who specialize in property valuation, in marketing, and identifying qualified buyers, sellers and exchangers.

**An ALC stays current** with local and national land trends.

**An ALC provides innovative solutions** to unique land transactions.

**An ALC helps you meet your investment goals** through highest and best use analysis.

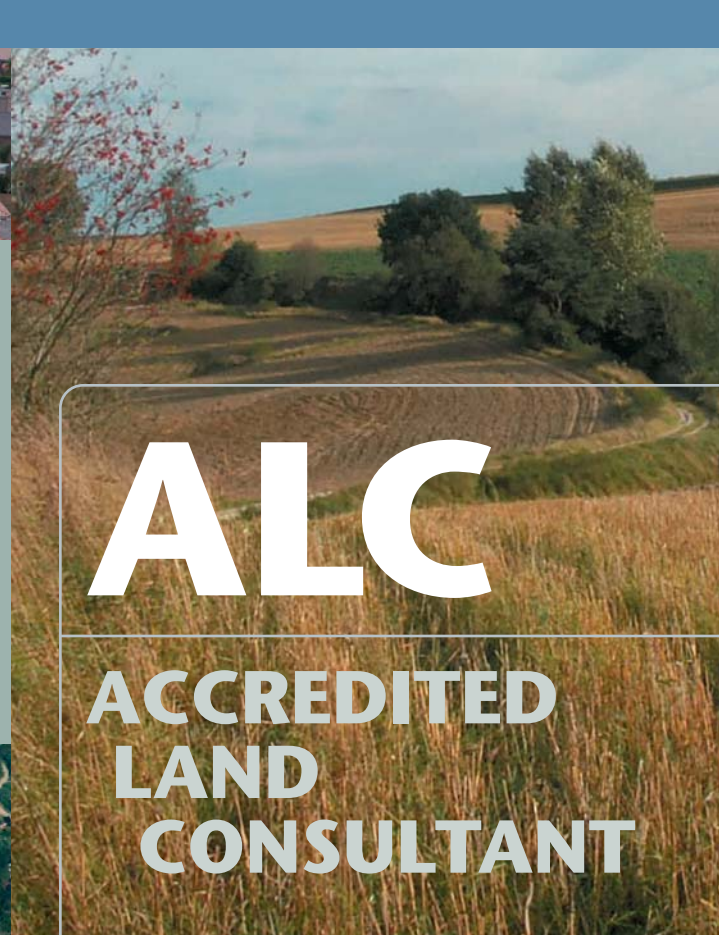


For more information, contact your local Accredited Land Consultant, or the REALTORS® Land Institute, 430 North Michigan Avenue, Chicago, Illinois 60611; 1.800.441.LAND. For a directory of ALC's, go to Land Consultant Finder at [www.RLILand.com](http://www.RLILand.com). REALTOR® is a registered collective membership mark, which may be used only by real estate professionals who are members of the National Association of REALTORS® and subscribe to its strict code of ethics.



REALTORS® Land Institute  
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UNDER ALL IS THE LAND



# ALC

## ACCREDITED LAND CONSULTANT

THE HALLMARK OF THE LAND PROFESSIONAL





*AS A BUYER OR SELLER in today's complex land real estate market, you need the expertise of a professional who can provide up-to-date knowledge, specialized real estate services and ethical real estate practices. In short, you will need a proven leader in land brokerage – a real estate professional whose training and dedication has earned him or her the highly regarded designation of Accredited Land Consultant, ALC.*



*An Accredited Land Consultant is a member of the REALTORS® Land Institute and the National Association of REALTORS®, the largest trade organization in the world. The REALTORS® Land Institute is recognized as the preeminent land real estate organization and has served the nation's land real estate professionals and their clients for more than 60 years. If your investment plans include the purchase, sale or exchange of land, the first decision you should make is working with an Accredited Land Consultant.*

REALTORS® LAND INSTITUTE



### **Knowledge**

An Accredited Land Consultant has extensive and proven transaction-based experience and up-to-date training in the complexities of the land real estate market. You can rely on an ALC's market knowledge and experience in finding and evaluating land investments.

### **Expertise**

An Accredited Land Consultant has the advanced knowledge, training and expertise to advise you on the highest and best uses for your property. That advanced training translates to innovative solutions for unique property transactions and the know-how to facilitate the development process in land use changes.

### **Tax Benefits**

Accredited Land Consultants are experienced and knowledgeable about the intricacies of today's tax laws and regulations. Your ALC can work with your accountant and attorney to make certain you benefit from maximum tax savings from the sale or the purchase of your property, including tax-deferred exchange techniques.

### **Government Regulations**

An Accredited Land Consultant can advise you about the many laws and regulations which can and often do affect the purchase or sale of land.

## WHAT ARE THE BENEFITS OF WORKING WITH AN ACCREDITED LAND CONSULTANT?

### **Confidence**

An ALC specializes in land real estate. That means peace-of-mind for you and knowing that the largest investment you may ever make is in skilled, experienced, and ethical hands.

### **Referrals**

If you are looking for just the right property, or want to sell land you already own, an Accredited Land Consultant can tap into a vast network of land professionals. ALC members regularly attend REALTOR® sponsored marketing sessions to represent their clients and listed properties and be the first to learn about new product coming to market.

### **Return on Investment**

An ALC keeps careful watch on market trends and will explore all of the possibilities for your property. An Accredited Land Consultant will help you maximize your return on land investments and value appreciation goals.

### **Ethical Representation**

Accredited Land Consultants abide by a strict code of ethics, so you can be assured that your ALC has your best interest as the number one goal in helping you buy or sell land.

