



## **Due Diligence Consulting**

You've found a property. Escrow is open. Now it's time to uncover the facts.

The due diligence period is where everything comes to light—the good, the bad, and the deal-breaking. This is the window where informed, strategic decisions matter most. And when it comes to vacant land, the details are everything.

That's why hiring a Land-Use Consultant during this critical phase isn't just helpful—it's essential.

---

### **Why a Vacant Land Expert Matters During Due Diligence**

Vacant land is full of unknowns, and it takes a trained eye to spot both the hidden hurdles and the untapped potential. A generalist might miss what matters most—but a land expert knows the questions to ask, the documents to request, and the red flags to flag.

You need someone who:

- Has deep experience with vacant land and understands its unique complexities
- Knows the right questions to ask—from zoning codes to water rights to access
- Can identify invisible hurdles, like easements, topography challenges, or permitting constraints
- Recognizes opportunities you might overlook, like increased density, alternative uses, or value-adds
- Acts as a second set of skilled eyes to validate (or question) what's already known

Due diligence is where deals are either secured or saved. It's not just about confirming what you think you know—it's about discovering what you don't.

---

### **What a Land-Use Consultant Will Help Evaluate**

- Zoning, planning and entitlements – current, proposed, and limitations
- Access and infrastructure – roads, utilities, easements, and utility connection points
- Environmental conditions – wetlands, flood zones, endangered species, or potentially protected areas
- Topography and site conditions – grading requirements, slope analysis, and buildability
- Title and legal matters – restrictions, encumbrances, and ownership history
- Agency coordination – permitting requirements, timelines, and political climate
- Market fit and potential – what the site could become, not just what it is

*Every property is different.* Each site presents its own unique set of conditions, challenges, and opportunities. The information shared here serves as general guidance only. A tailored approach to due diligence is critical, because no two properties—or clients—are alike.

---

### **You Don't Want to Learn the Hard Way**

Vacant land comes with layers of complexity that can derail a project—or unlock hidden value. A skilled land-use consultant helps protect your investment, your timeline, and your vision.

This isn't the time to guess. It's the time to know.

When you hire a land expert during due diligence, you're not just protecting yourself from risk—you're positioning yourself for success.

---

### **Important Disclosure**

*The Land-Use Consultant provides advisory support to assist in evaluating the conditions, constraints, and opportunities related to a property during the due diligence period.*

*While every effort is made to identify relevant information and offer informed guidance, each property is unique and requires property-specific investigation and client-specific decision-making.*

*The information provided is intended as general guidance. It is ultimately the client's responsibility to review all findings, seek any additional professional input as needed, and make the final decision to proceed with or cancel the transaction.*

*The Consultant does not make decisions on behalf of the client, nor guarantee outcomes. All due diligence timelines, contingency removals, and final determinations are solely at the discretion and responsibility of the client.*

### **Mark Shea Contact Information**

- e. [mark@sandiegolandexperts.com](mailto:mark@sandiegolandexperts.com)
- w. [www.sandiegolandexperts.com](http://www.sandiegolandexperts.com)
- m. 858.761.5233