

SELLER FIELD GUIDE

Steep Mountain Acreage Seller Checklist

A practical pre-sale field checklist for owners of steep land

Use this guide to identify the questions a serious buyer is likely to ask before making an offer.

Sell My Vacant

For planning purposes only. Not an appraisal, survey, permit, legal opinion, or engineering opinion.

START WITH THE FACTS

A steep parcel can sell. Unanswered risk is what creates the discount.

How to use this checklist. Work from top to bottom. Check what you can document today, circle the highest-risk unknowns, and do not spend money until you understand which unanswered question is shrinking your buyer pool.

1 Parcel snapshot

County / State

Approximate acreage

Parcel or APN

Date reviewed

2 The five gates a buyer will ask about

Check the evidence you have. If you cannot answer a gate, write the next cheapest verification step beside it rather than making an assumption.

2.1 Legal access

☐

I have a deed, recorded easement, or other documentation showing how the parcel is legally reached.

☐

I know whether a shared/private road has a written maintenance agreement.

☐

I can distinguish legal access from a neighbor's informal permission or an existing trail.

Next step if unclear:

2.2 Usable ground or a potential bench

☐

I can identify a realistic area for a camp, cabin, homesite, parking, or other intended use.

☐

I know whether the area is natural, needs modest shaping, or would require major cut-and-fill work.

☐

I have photos or video that show the route from the road to the usable area.

Next step if unclear:

2.3 Septic or soil feasibility

☐

I have a septic permit, soil evaluation, perc information, or a clear note that the site has not been tested.

☐

I will not represent the land as a permitted homesite without support from the relevant local authority.

☐

I know which local office or qualified professional can explain the next verification step.

Next step if unclear:

2.4 Water

☐

I know whether water is already available, a well is present, or nearby well records may be relevant.

☐

I can clearly state what is known and what is still unverified.

Next step if unclear:

2.5 Power

☐

I know whether power is at the property, nearby, or likely requires a line extension or off-grid approach.

☐

I have a utility contact or a plan to request a written estimate if that question matters to the intended buyer.

Next step if unclear:

3 Build the buyer's evidence file

Ownership and access

☐

Deed and parcel map

☐

Recorded easement or road information

☐

Survey, plats, or known corner evidence

Site and utilities

☐

Soil or septic records

☐

Well, water, or utility information

☐

County or jurisdiction notes

Visual proof

☐

Road-to-site photos or video

☐

Photos of usable ground and views

☐

Disclosure notes

☐

What is documented

☐

What is untested or unknown

☐

Map with likely route highlighted

Questions for a local professional

4 Decide what you are really selling

☐

A potential view-home or cabin site, with the relevant facts documented.

☐

Off-grid or self-reliant land, where access and water still support the intended use.

☐

Recreational, hunting, privacy, timber, or long-hold acreage.

☐

A logical addition to an adjoining owner's property.

☐

A direct-sale opportunity where convenience and certainty matter more than retail exposure.

Positioning rule: Sell the use the parcel can support today. Do not turn a scenic hillside into a “buildable homesite” claim unless the evidence supports it.

5 Cheapest next actions before expensive site work

☐

Pull the existing records first: deed, easement, survey, soil/septic, well, utility, and tax information.

☐

Ask the county or local authority what they require to verify your specific question.

☐

Request written answers or estimates where they meaningfully reduce a buyer's uncertainty.

☐

Walk and document the safest apparent route from the road to the usable area.

☐

Gather short, honest photo/video evidence before ordering clearing, excavation, or major improvements.

☐

Compare the likely cost of a fix with the buyer-pool benefit before committing funds.

6 Your next seven-day plan

Day 1–2 ☐

Gather deed, parcel map, access records, and any survey.

Day 3 ☐

Call the relevant county or utility contact about the highest-risk unknown.

Day 4 ☐

Take a road-to-site video and photos of the usable area.

Day 5 ☐

Organize the evidence file and list what remains unknown.

Day 6–7 ☐

Decide whether the parcel fits a retail buyer, adjoining owner, or direct-sale conversation.

7 Your decision notes

The biggest unanswered question is:

My lowest-cost next verification step is:

Ready for a straightforward review? Share the parcel location, acreage, and the information you have. Start with the facts that affect the steep ground—not a generic acreage price.

This checklist is educational. Local codes, health departments, utilities, title companies, surveyors, contractors, and other qualified professionals determine what is permissible and practical for a specific parcel.