



# Success Story

## Land Acquisition

Shelby County, AL

Brokerage and Development Services

**Seller Demanded a Quick Closing**



**Research  
Documentation  
Seller Education**



**Rezoned and Sold with our client's terms!**



### **Hollis Real Estate's Services:**

Buyer Representation  
Seller Education  
Zoning Research  
Utilities Research  
Contract Structuring  
Rezoning Application

***Sometimes a buyer's agent needs to educate a seller about his own property.***

Our client wanted to acquire land for a new facility. The property was listed for sale but the sellers demanded a quick closing with no due-diligence period.

We knew that our buyer needed to obtain rezoning and be assured of having utilities. We obtained written documentation from the county's planning staff that addressed this specific property. We presented the offer together with a letter explaining the zoning process and the steps required to obtain services. Copies of the communication with the county were provided to the seller.

The seller agreed to our client's terms, allowing the purchaser time to seek rezoning and confirm services.

Hollis Real Estate prepared the client's rezoning application.

**Purchased !  
\$1,500,000**