



# **Need to Know Series**

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**Important Steps to Take in a Sale of Land  
Transaction**

**ARTICLE**

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## INTRODUCTION

### **Steps you should take before you Seal that Deal;**

- 1. Employ the Services of all Necessary Professionals for Advice:** There are various stages in acquiring title to land hence, in a sale of land transaction; it is of great wisdom to employ the services of the different recognised professionals at the right stages of the transaction, from the commencement to the final registration of instrument of title.
- 2. Ensure a thorough Investigation is Conducted on the Land:** The assumption that a detailed search has been conducted by the testimony of owners of surrounding properties within the subject Land for purchase or family members, physical inspection of land or the production of documents for sighting is false. A comprehensive search ought to be conducted by a professional and this search entails various stages depending on the surrounding details on the title of the land. Reliance on a professional to conduct the search is important.
- 3. Awareness of the Parties to the Sales Transaction is Necessary;** It is important to note and seek proper clarification on the capacity of the person holding out the instrument of title to be sold and in what capacity they are selling.
- 4. Ensure all Requisite Original Documents are received from the Vendor upon Payment of Purchase Sum and Agreements signed:** Ensure you



rely on sound professional advice in the process of receiving the requisite documents from the Vendor or his representative.

- 5. Note to take Possession of the Land & Register Presence:** The importance of registering your presence on the land acquired cannot be over emphasised. Take necessary steps in ensuring that possession of the land is fully taken and registered to the public.
- 6. Upon Conclusion of the Sales Transaction Ensure to Start Up the process of Registering your Instrument of Title Acquired through a Professional:** Upon the conclusion of the sales transaction, it is necessary to register that instrument of title you have acquired because, registration of title is the final stage in solidifying your right to ownership of the land purchased.
- 7. Ensure to Comply with all Required Permits:** With the guidance of the professional you have employed, seek advice on the requisite permits or charges to be obtained or renewed.

**Owning Real Estate is a Keystone to Wealth....both Financial Affluence and Emotional Security.” Suze Orman**  
**IGNORATIA LEGIS NEMINEM EXCUSAT – (Ignorance of the Law Excuses No One)**