

Land Closing Checklist — Half-Page Summary

Buyer-side condensed close path (decision → due diligence → funding close).

1) Pre-Offer (Go/No-Go)

- Confirm fit: zoning, access, utilities, flood/wetland risk.
- Set entity, approvals, target/max price, funding plan.
- Build quick underwriting + closing cost estimate.

2) LOI Must-Haves

- Price, earnest money, DD period, closing formula.
- Termination rights (free-look), title/survey objection rights.
- Extensions, seller deliverables, cost allocations, carve-outs.

3) PSA Lockdown

- Deadlines tied to effective date; all exhibits attached.
- Seller reps/warranties, default remedies, assignment rights.
- Escrow funded on time; full distribution to team/lender/title.

4) Due Diligence Critical Path

- Title+survey review and objections before deadline.
- Phase I/II environmental, geotech, utility will-serve letters.
- Zoning/entitlement path + jurisdiction checklist alignment.

5) Close-Ready Gate

- All exceptions resolved/accepted; lender conditions cleared.
- Final settlement statement reviewed; prorations/taxes confirmed.
- Signing package complete; funds wire + recording checklist set.

Top 5 Deal-Killers to Watch

- Unclear legal access/easements
- Utility capacity or costly offsite extensions
- Environmental REC escalation
- Unresolved title exceptions/encroachments
- Missed DD objection deadlines