

On average, RLI members have over twenty years experience in real estate and the land specialty.

You can count on the experience, knowledge and expertise of RLI land professionals.



The REALTORS® Land Institute, an affiliate of the million-member National Association of REALTORS®, is the only branch of the NAR family focused on land brokerage. In addition to main brokerage types, RLI members also engage in other land specialties such as agri-business, appraisal, consulting and management. For six decades, RLI has been dedicated to improving the professionalism and competence of its members.



Whatever the type of land, when the time comes to enlarge your land holdings or sell them, consult a member of the REALTORS® LAND INSTITUTE or an Accredited Land Consultant to help you make the most of the transaction. To find an RLI member or ALC designee in the market where you're looking to buy or sell land, or to learn more about RLI, write to:

REALTORS® Land Institute
430 North Michigan Avenue
Chicago, IL 60611-4094
Toll Free: 800-441-LAND(5263)
Phone: 312-329-8440 Fax: 312-329-8633
Email: RLI@REALTOS.org
Website: <http://www.RLILand.com>

Olson Properties, Inc.

(210) 828-1622

www.olsonproperties.com

**BUYING
LAND?
SELLING
LAND?**



Members of the REALTORS® Land Institute (RLI) are professionals, servicing consumers involved in the brokerage, leasing, management and development of land for all uses.

**RLI is a proud affiliate of the
National Association of REALTORS®**

ABOUT THE REALTORS® LAND INSTITUTE

AREAS OF SPECIALIZATION

Why RLI?

Quick: What could be the possible ramifications of riparian rights on the use of that tract of land you've got your eye on? What are the projected yields and income of the farmable parcels? Could a 1031 Tax Exchange be better for your bottom line than an outright purchase?

These are some of the issues you may have to weigh when buying or selling land, complex issues that could be beyond your reach. You can turn to a real estate agent for answers, but how can you be sure that the agent has the knowledge about these important issues and the expertise to furnish the answers to your questions—and others you may not even know enough to ask about?

Simple: Before undertaking a search for land or putting a parcel on the market, first engage the services of a qualified real estate professional. And a good indicator of professionalism is membership in RLI, the REALTORS® Land Institute.

“Under all is the land.”

The motto of the REALTORS® Land Institute provides some evidence of the importance with which members view their role. Established in 1944 as the Institute of Farm Brokers, RLI prides itself as the professional standard bearer for land brokerage, bringing together real estate professionals throughout North America interested in the betterment of their profession.

An affiliate of the million-member National Association of REALTORS®, RLI is the only professional organization of the REALTOR® family that focuses solely on the brokerage of land and other related businesses. This narrow focus enables RLI to direct its resources and energies in areas that could be overlooked without their diligence.

Members who have met rigid education and experiential requirements are awarded the Accredited Land Consultant (ALC) designation.



RLILand.net

To help you market your land or find the right parcel, there's www.RLILand.net. Since its debut late last year, this new online land property listing service has already listed well over 2,000 properties in twenty states, with a total inventory value of more than \$630 million.

Within the narrow scope of the land specialty, there are many niches that RLI members specialize in, such as:

- | | |
|--|--|
| <input type="checkbox"/> Appraisal | <input type="checkbox"/> Land Developer |
| <input type="checkbox"/> Auction | <input type="checkbox"/> Land Management |
| <input type="checkbox"/> Commercial | <input type="checkbox"/> Leasing / Broker |
| <input type="checkbox"/> Consulting | <input type="checkbox"/> Multi-Residential |
| <input type="checkbox"/> Exchanging | <input type="checkbox"/> Office |
| <input type="checkbox"/> Farms / Ranches | <input type="checkbox"/> Orchards |
| <input type="checkbox"/> Hotel / Motel | <input type="checkbox"/> Recreation / Resort / Hunting |
| <input type="checkbox"/> Horse Farm | <input type="checkbox"/> Retail |
| <input type="checkbox"/> Industrial | <input type="checkbox"/> Site Selection |
| <input type="checkbox"/> International | <input type="checkbox"/> Timberland |
| <input type="checkbox"/> Land Assemblage | <input type="checkbox"/> Wineries / Vineyards |

Active politically, RLI leadership and members work to ensure that the land-focused issues of their clients are well represented in local, state and national governments. These interests are broad in scope, encompassing the interests of anyone who works close to the land. Ranchers and farmers, miners and lumbermen, suburban developers and brownfields redevelopers, all have a clear voice through their RLI land professional.