

No Doubt Homes

5 STEPS TO BUYING LAND FOR YOUR **FOREVER HOME**

DON'T BUY LAND UNTIL YOU'VE READ THIS!



Introduction

If you've dreamed about owning your own land, building your forever home, and creating the lifestyle you and your family want, you've probably wondered how to make it happen.

Finding and buying land can seem like a stressful and painful process. There's no instruction manual on how to do it. This guide is intended to be that instruction manual—or at least a road map—to help guide you through the process.

We've helped many families work through the struggle of finding, evaluating, negotiating, and closing on their dream piece of land. Over the years of doing this, we've seen patterns emerge and have helped many different people solve similar problems.

There are five basic steps to finding and buying a piece of land for your forever home.

Financing. How you're going to pay for your land comes first. Without a source of funds, you're just daydreaming.

Finding. This one seems simple, but just finding the right piece of land can be the most difficult and frustrating step. After all, nobody is making any new real estate.

Evaluating. This is the step where you have to figure out whether the land you've found is even suitable for building.

Negotiating. Sometimes, land that's for sale is overpriced (or perhaps underpriced). Or you may find land that isn't on the market but could be bought for the right price. In either situation, you have to find the market value and negotiate reasonable terms with the seller.

Closing. This is when the land and money change hands. It's critical that you know the steps, how long each step will take, and whether you're actually buying what you think you're buying.



Step One: Financing

You might be thinking you need to find land before you worry about financing, but that's not really true.

If you find that dream piece of property but don't have your financing lined up, you might lose the land to someone else because you can't complete the sale before the contract deadline. If you get approved for financing first, you're ready to buy.

I also put the financing first because it's a make-or-break item. Finding the right lender with the right loan is critical. It's also a somewhat intimidating process—you're going to gather all your personal financial information and hand it off to a complete stranger.

For many people, getting financing is the hardest part—not because they don't have the resources, but because getting any type of loan from a bank is a total pain. And

to be honest, most banks don't really want to loan money for someone to buy raw land. So I put this section first, because I believe if you do the hardest part first, everything else will seem easy.

The first thing to decide in this step is timing—when do you actually want to build on your land? Do you want to buy the land and start building immediately, or do you want to hold the land for awhile before building? The answer to this question makes a critical difference in financing and the choice of bank or mortgage company.

Let's look at both options, as the type of loan you need for each is different. If you're buying and holding the land, you need a land loan. If you're buying and building immediately, you need a construction loan.

Option 1: Buy and Hold (Land Loan)

Loan Application

Here's how a land loan works: you apply for the loan, pretty much just like any other loan, with a bank or mortgage lender that offers such loans.



The lender will ask you to fill out an application and provide financial documents, such as tax returns from the past three years, proof of employment and income, bank statements, and financial statements from any other assets you might own, like stocks, mutual funds, real estate, etc.

The lender will check your credit and calculate your debt-to-income ratio. The debt-to-income ratio (DTI) is the amount of monthly debt payments you have divided by your monthly income.

Usually, the lender wants to see this ratio below about 43%. The lender will use all the above information to determine whether they are willing to lend you money to buy the land.

Your chosen lender will likely have a slightly different application for pre-approval, which is the part you should complete before you begin looking for land.

Legal Description

Once you find land you wish to buy, you will need the legal description of the land, which details the land location and boundaries. Of course, you won't know this until you find the land, but it's helpful to know what you'll need when you get to the finding land part.

The legal description will probably look complicated, but the concept is simple. For land that isn't part of a neighborhood, the description is a series of directions and distances, starting from a known point, that describes the outline, or boundaries, of your land. A land surveyor will create the legal description for you, but don't worry if it looks like gibberish.

Appraisal

The next step in the loan process is an appraisal. This step actually happens AFTER you've negotiated the land contract.

The lender will hire an appraiser who will use sales data from comparable properties (referred to as "comps") to come up with an appraised value of the property you're planning to buy. This tells the lender how the value of the land compares to the amount of the loan. They are mainly concerned about the potential of getting their money back if you stop making payments someday. If that happened, they would foreclose on the property and sell it, so they want to ensure it will sell for enough to pay off the loan.

Also, since the lender will likely not lend 100% of the cost to buy the property, they'll use the appraised value to calculate the amount of the loan. In most cases, they'll lend anywhere from 60 to 70% of the appraised land value, which means you'll have to come up with the difference in cash. You will also pay the appraisal fee at closing, which is usually around \$400.



Land Title

The next step is for the lender to order a title commitment. It's a commitment from the title company that the land you're about to buy (and that the bank is about to make a loan on) is legally owned by the person you're going to buy it from. This is a critical step and one that the bank requires because it's their money at risk if something goes wrong.

At closing, the title company will provide title insurance, which is an actual insurance policy that will pay off the loan if a problem arises with the legal ownership of the land. This is very rare, because the attorney for the title company scours the land's ownership history to make sure the person who owns the land actually owns it without anyone else having some kind of claim on it. You'll pay for this title insurance at closing, just like you pay for the appraisal.

Closing

I'm going to talk more about the closing process at the end, as it pertains to timing and the land contract, but here is some information that will help you start to understand the basic process.



The steps above typically take about 30 days from the time you apply for the loan. Once those steps are complete, you'll close on the loan and on the land.

The closing is managed by the title company, who provides an agent that consolidates all the documents required by the lender and the land title documents to record the transaction with the appropriate county.

Other Key Considerations for Buy and Hold

Banks and other lenders consider lending money on raw land to be riskier than lending money on a house because they can't see the land through your eyes and share your vision.

To compensate for this perceived risk, they make land loans different from house loans in two key ways:

- They require more money down (cash), which can be a big deal if you don't have the cash available.
- They require a higher interest rate on the loan. Let's say the rate is three percentage points higher than a construction loan, and let's say you're going to borrow \$50,000.

Over the first year, you'll pay about \$1,500 more in interest, but you'll reduce the debt on the land by about \$1,800. With a construction loan, you're making interest-only payments, so after the year term of the construction loan, you haven't reduced the debt at all.

A question we hear a lot is, "Will the bank give me credit toward my down payment for the cash I put down when I bought my land?" The answer is not really. There's no relationship between the amount the bank will lend for a construction loan and the amount of cash you already paid for the land. None. They are two totally separate issues. Let's look at a couple scenarios.

The lender will lend 80% of the appraised value. If that's \$200,000 and you'll have a total cost of \$250,000 in house plus land, then you need to come up with the \$50,000 difference.

If you've already paid \$30,000 and owe \$20,000 for the land, then you'll still need \$20,000 to pay off the land. You could use \$20,000 off your construction loan to pay off the land, which would leave \$180,000 to build the house.

But if the house costs \$200,000 to build, then you still need to come up with the difference in cash. In other words, the total cash you need is the same whether you pay cash for the land or buy it with the construction loan.

Option 2: Buy and Build Immediately (Construction Loan)

If you're ready to get started building as soon as you buy your land, you'll want to go ahead and get your construction loan lined up.

To get the best rate and other terms with your lender, plan to buy the land with the first draw of a construction loan. A draw is the term used for a chunk of money the bank advances to you from your construction loan.



For a construction loan, you will need to provide details about the house you plan to build. This may include floor plans, elevations (front, side, and back views), and specifications on the materials to be used, which helps establish cost and value.

It's a good idea to get approved for the construction loan before finalizing all the details with the builder though, because you need to know your exact budget before you start building.

You might already have a pretty good idea of the house you want to build, which is great.

If you haven't worked out those details yet, you might want to check out some of our other resources: [From Raw Land to Forever Home](#), [3 Steps to the Perfect Floor Plan](#), or some other articles on the [building process](#).

The rest of the process (loan approval, title work, appraisal, and closing) works pretty much the same as the land loan process described above.

The big difference between the land loan and construction loan is the duration (term) of the loan and how the loan gets paid off.

If done through a mortgage company, the land loan will likely be a 15- or 30-year loan (like your typical mortgage), and your payments will consist of both principal and interest.

As you make payments, the balance of the loan reduces until it's paid off.

With a construction loan, the term will most likely be 12 months, and the monthly payments will be interest only. That means as you make the payments, you're only paying the interest on the loan, not reducing the principal.

The payments will be less than they would be if you were making conventional house payments on the same amount, but you still owe the total amount you borrowed.

At the end of the term for the construction loan, you'll get a permanent mortgage, which will pay off the construction loan. Then you'll begin making payments like you're used to doing, the same as if you had just bought an existing house.



Step Two: Finding Land

I stated above that for many people, financing is the hardest part. That's true, but it's also true that finding land that meets all your criteria (location, school district, size, topography, solitude, price, etc.) can be the biggest challenge. We work with people all the time who are struggling to find that right piece of land.

In this section, I'm going to give you some of the techniques we use successfully to find land.

That's not to say this is an exhaustive list, but these are the ways that have produced the best results for our clients over time. You can use one or more of the following techniques simultaneously to conduct your search.

Real Estate Agents

Many times, one of your best options for finding the right land is finding the right real estate agent who is active in the community where you're interested in buying land. The key thing to look for is an agent who lists a lot of land and lives in or near the area.



Any agent who lists a lot of land likely spends time identifying people who want to sell land. That means they likely have good connections to find land that might not be on the market yet. It could be that the perfect piece of land isn't even for sale until the right buyer (you) comes along and finds it. The right real estate agent could be your connection.

How exactly do you go about finding the right real estate agent? Drive around the areas you're interested in and watch for any real estate signs on land for sale. Write down the name of the agent listed on each sign and see if any agents have multiple signs in the area.

If you find one that dominates the area with land listing, call them. Tell them what you're looking for and see if they have anything among their listings, other agents' listings, or any "hip pocket" listings that match your criteria. A "hip pocket" listing is the term real estate agents use for real estate they know is about to come on the market but isn't in the market listings yet.

There might be more than one agent with multiple land listings, and there's nothing wrong with calling several. You'll find that some won't even return a phone call. (Don't ask me why— if you figure it out, please call me and tell me the answer!). Sometimes it takes several calls just to connect, but it's worth the extra effort to find the right agent and the right land.

Websites

There's always [Realtor.com](https://www.realtor.com), but if land isn't listed with a Realtor, it won't show up there. Many people, especially in rural areas, advertise their land for sale themselves. Sometimes they just don't want to pay a commission to an agent, and sometimes they just can't find an agent interested in selling land.

For whatever reason, many people use the following websites to list their land, and your dream property might be listed on one of them. Here are a few that we've had the best luck with for our clients:

- [Landwatch.com](https://www.landwatch.com)
- [Zillow.com](https://www.zillow.com)
- [LandandFarm.com](https://www.landandfarm.com)
- [GeorgiaLand.com](https://www.georgialand.com)

There are probably lots of others, but these are the more popular ones, which means you can find most of what's available on these sites.

Driving Around

You didn't really need to read this guide to know that driving around can help you find that perfect piece of land, but if I didn't include this method, my guide would be incomplete. All kidding aside, when you're driving the areas you're interested in, look for more than just "for sale" signs.



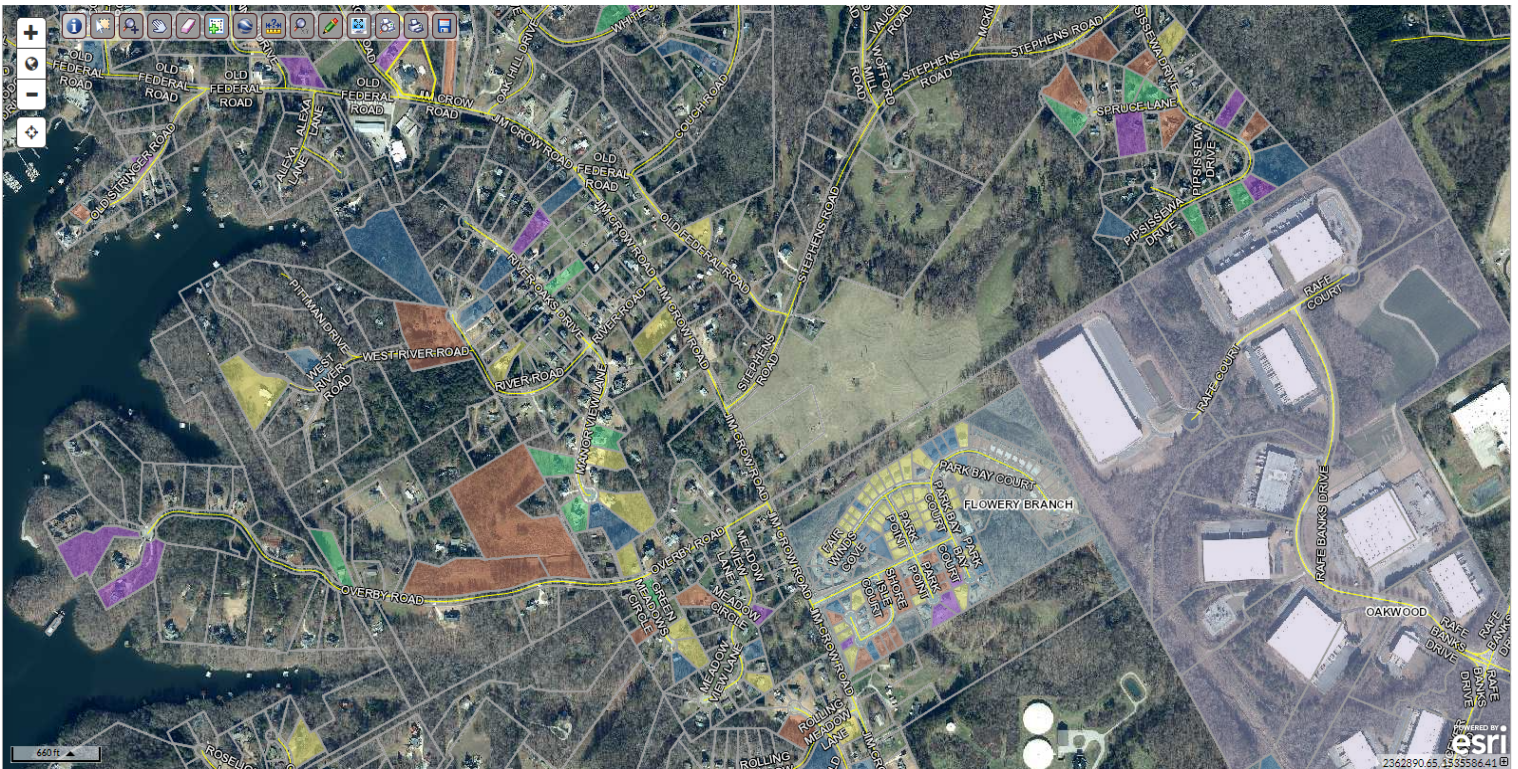
Also look at the general area, the condition of the roads, how easy it will be for you to drive to and from work or school, how thick the trees are, how busy the streets are, what the neighboring land or homes look like, etc.

We've worked with people who started out searching in one area but ended up changing their minds after driving around.

You're also looking for that ideal piece of land that isn't for sale. Many times, we've found land for our clients that met their criteria exactly, but it wasn't actually on the market. It takes some research to find the owner so you can make contact, but it can be done.

Every county has a County Assessor, which is the office responsible for evaluating land values and assigning property tax amounts. The details of ownership of every square inch of land in the county are recorded in the assessor's database.

In the old days (like 20 years ago), you had to go to the courthouse where the records are stored and physically search for the documents about a particular land parcel. Now most counties have digitized their records so you can find the details on-line. Search- Georgia County Tax Assessor



Using this type of site, you can simply search by clicking on a map that will show you all sorts of information about the land, including the name and address of the owner.

If the county your land is located in doesn't have this type of search feature, call the assessor's office, the Registrar of Deeds, or the County Clerk's office and ask how you can search records if you know the street address or map location but not the actual legal description.



Step Three: Evaluating Land

Once you find that piece of land that you've been dreaming of, it's time to think what it's going to take to make it ready to build a home. You're essentially getting ready to do what a land developer does for a residential subdivision, just on a smaller scale, so there are several areas to consider.

Let's look at each area of concern.

Utilities

If you're buying raw land to build a house, there may not be any utilities already on the land. Depending on location, there may not even be utilities run to neighboring pieces of land. The type of utilities needed and the distance between your land and existing utilities can greatly impact the cost of preparing your land to build.

Here are some of the utilities and factors you need to consider in evaluating the land.

1. Electricity

This is the most important, because it also powers other utilities like your well or septic system and heat pump. As you evaluate the land, locate the nearest power pole or power line and determine what electric company it belongs to.



This might require some research, although the easiest thing to do is ask anyone living nearby. Call the electric company, tell them what you're about to do, and ask for their procedure. They'll probably assign a field engineer to meet with you on-site and talk about options.

Some electric providers will run power to your home site for free, some will charge you a fee if the distance is more than a certain amount, and some will charge you for the whole installation.

Sometimes they will only run power from overhead and sometimes underground. You might have to clear some trees, and sometimes they'll clear the trees. Sometimes they won't run the power line to your site until you pour the slab, and sometimes they'll run it as soon as you tell them you're ready. In other words, you won't know what's required to get electricity to your land until you ask the electric company.

2. Water

Also pretty important. Is there city water available? If not, what's the possibility of drilling a well? Don't assume that you can drill a well anywhere and get good water or water that will come out of the ground fast enough to supply your house.

In any rural area where homes exist, even a few miles from each other, there are

well drilling companies that know the peculiarities of the water table in the area. They'll be able to give you a good idea of whether adequate water is available and how deep they'll have to drill to get to it. The biggest variable in the cost of a well is depth. Ask the land owners in the area to find the leading well driller and give them a call.

3. Sewer

Sewer is the utility that's the least likely to be available in rural areas, only because it has to flow downhill, which limits the areas that can be served by existing treatment facilities. If no city sewer is available, you'll need to install a septic system.



The type of system and the cost will largely be determined by soil type. The possibility of installing a system at all will be governed by the size of the property.

4. Natural gas

I think of this one as being optional. You don't really need it, although it is nice to have. You can easily do without it by installing a propane tank and propane heat, hot water, stove, and fireplace.

Or you can go with electric heat, hot water, and appliances. Heat pumps are very efficient and effective these days. I had heat pumps in my last house, and they worked well even during the blizzard we had back in 2009.

The only thing you can't do is replace the gas loglighter or gas logs with electric.

5. Phone, internet, fiber, cable

Phone is available pretty much everywhere now, and cell coverage has become nearly universal. I've been out to some rural sites recently where I was shocked at how good the cell signal was.

There are still some outliers, though, so make sure you talk to the phone company about their coverage before you buy.

Also, if the phone company says they serve the area and you have doubts, ask for them to send someone out to meet you. I once had a client who was told by the phone company that they served a certain area, but when she called for installation, it turned out the office map the phone company used to determine service locations wasn't detailed enough.

As for internet, there are rural wi-fi repeating stations now that you can subscribe to, and you can get satellite TV literally anywhere you can see the sky.

Flood Plain / Flood Way

It doesn't matter what the land looks like, where the nearest creek is, or whether it's on top of a hill: you must determine where the land lies in relation to the FEMA-mapped flood areas.



You could be planning to build on a pad that's 50 feet above and 1,000 feet away from the 100-year flood plain, but if a little remote corner of that property touches the red shaded area that indicates the flood plain, you're going to have to jump through hoops to build that house.

Here's what you need to do: get the property's legal description (legal description is simply the written description of the property boundaries done by a surveyor) and call the engineering department of the city or county where the property is located. They can tell you whether the property is affected by flood plains or flood ways.

I once built a home for a family in a rural area that was inside the city limits of Oklahoma City. About 25 feet of the property adjacent to the road was inside the flood plain. The home site was more than 300 feet away and roughly 25 feet higher than the flood plain, so we hired a land surveyor to do a topographical survey to prove to the city that the home site was safe. In other words, there are some cases where you can get past the flood plain issue,

but it may take extra time and extra money. As you're evaluating a piece of land, you definitely want to check whether or not it's in the flood plain and then decide potential next steps.

Zoning

We don't run into this very often, but zoning can be a show-stopper. As with the flood plain question, take the legal description to the city or county and make sure the zoning is compatible with building a house. It will need to be either residential or agricultural zoning.

If it's commercial, industrial, or anything else, you'll have to apply and get approved for a variance with the planning commission, which is tough to do. The zoning was established for a reason, and asking to re-zone a particular piece of property is asking the city to rethink its plan for that area. I've seen it done, but not too many times.

Survey

This is pretty straightforward. Don't take the current owner's word for it when he tells you the land goes over to that fence, then down the hill to the creek, then over to that cow, then past the hay bale, 50 feet west of the old well, and back to the road.



Generally when you make an offer on the land, you also make a contract requirement that the seller provide a current survey.

Be careful here, as you need to specify a pin survey and not just a title survey. That means a surveyor comes to the property, physically measures and marks the boundaries, and provides a graphical and textual report of the property boundaries, easements, right-of-way, etc.

You want to see those official stakes out there so you can see the legal boundaries.

You'd be amazed at what land owners think they own but don't. I've even seen cases where all the adjacent owners agree on what they think is the boundary, but when the surveyor is done, they're all surprised.

Site Preparation

Assuming all the other stuff works out, you'll want to know how much it's going to cost to carve out a clear, flat spot with proper drainage for your house.

How dense are the trees? What's the slope? How far is it from the road? Where does all the rainwater go? Is the soil covered by three feet of organic stuff that will have to be removed? How do you even figure that out?

These are all factors to consider, and while it seems daunting, it comes down to two things: how many hours on a bulldozer and how many dump trucks?

In a relative sense, the bulldozer is pretty cheap—about \$1,500 per day. One guy in a dozer can do a lot of work in one day.

If the land is fairly clear of trees already and doesn't slope more than about five or six feet across the building pad (the flat place for the house plus adjacent drainage slopes), then the dozer can prepare the site in a day or two. If you have to clear more than about 10 small trees, figure an additional day. If you have to haul dirt in or out, the price starts to escalate dramatically.

Also remember to figure the cost of making (and maintaining) an access road from the main road to the house site. There will be heavy concrete and lumber delivery trucks coming in and out, and they get stuck pretty easily. The best way to estimate this cost is to find the local bulldozer guy and have him come out and give you an estimate of what it will cost.

Believe it or not, a good way to find that guy is to drive around and look for an advertising sign on a utility pole located at intersections of the main roads. Or ask neighbors who they recommend.



Step Four: Negotiating for the Land

If you've lined up your financing, found and evaluated the land, and everything looks good so far, it's time to negotiate the deal with the owner.

I have found that the best results come from an honest, good-faith, and fair market value initial offer. You can try to lowball the owner to get a good deal, but I honestly haven't seen that work. The owner either gets offended and breaks off the negotiation altogether, someone else comes along and offers a fair price, or the deal ends up back at market value after weeks of haggling.

There are two main steps to negotiating for the land:

1. Figure out fair market value and compare it to your budget.
2. Make your offer and negotiate the deal.

Determining Market Value

To determine fair market value, do some research on recent sales of similar properties in the area. See what they sold for per acre, and apply that price per acre to the land you're looking at.

Remember to objectively take into account unique factors of each property that might affect the value.

If the comparable property only has 50 feet of street frontage, and the one you're looking at has 300 feet, the market value of the one you're looking at will be a little higher due to that feature. Maybe the property you're interested in has a creek that runs year-round, or maybe the other property is adjacent to an oil well lease.

All those things affect value, and I've seen people try to use the lowest price-per-acre comparable property to negotiate the sale when it's clear that the property they're trying to buy is the more desirable one, thus worth a little more. Just try to be fair.

So how do you do the research on comparables? One of two ways: find a Realtor to help by pulling sale records from the Multiple Listing Service (MLS), or go to the county records to find land sale history in the area.

(See the section above under "Finding Land - Driving Around" for how to research land records.)



There's a third option for finding the value. While it will cost money, it might be a worthwhile investment if the property you've found is the one—hire an appraiser.

It might cost around \$400, but that might not be a whole lot of money when you're talking about the dream of building your forever home on your land.

Once you've figured out market value, you have to compare it to your budget. Don't forget to add the price of the land and the cost to get utilities and prep the site (see the "Evaluating Land" section above).

After you add those items together, does it still fit within your budget? Is there room between that amount and the top of your budget to negotiate? You'll want to know how much room you have before you make your offer.

Make the offer and negotiate

To give yourself the best chance of getting your first offer accepted, make your offer on a written form, preferably the legal form approved by the state's real estate commission.



Depending on your comfort level with negotiating a deal, you can present the offer to the owner yourself, or you can engage a Realtor.

Be aware that if the land is not listed on the MLS, the owner (seller) is not obligated to pay the real estate commission that the Realtor will earn for helping you with the transaction. If that's the case, you will need to pay the commission yourself.

Having the help of a professional real estate agent can be a huge advantage, so it's worth the investment, in my humble opinion. I have engaged the services of a Realtor many times and happily paid the commission knowing I was getting more than that value in return.

When negotiating the price, remember what I said above: don't try to lowball just to get a good deal. I've seen that backfire so many times.

Remember your budget—and the room you have to maneuver—and stay within it. If you use all your budget, that's fine. It may be totally worth it if you get the land you are after.

Price is only part of the deal, which gives you other areas to negotiate if needed. Other items that are negotiable include:

- Closing date. Remember you'll need to close on your loan (either land loan or construction loan) simultaneously, so make sure your lender is confident he or she can meet the deadline. You don't want to lose your land at the last minute because the lender wasn't ready to close.
- Concessions, such as including or excluding some item that exists on the property but isn't really part of the real estate, such as equipment or supplies. That could mean a tractor or a small mobile home or a shed with a bunch of fence posts and wire.
- Whether you or the seller will pay for a pin survey.
- What will happen in the event the property turns out to be bigger or smaller than originally thought. This may seem weird, but it happens, and the difference seems to always be that the property is a bit smaller.

I once negotiated a deal on what was advertised to be an acre and a half of commercial property. The seller wanted a price that was more than market value and more than my budget.

On closer inspection, he was counting the area of land that extended into the right-of-way for the highway the land fronted on. When I recalculated the area for him, we agreed on a new price that still aligned with his perceived value per square foot, but fit my budget. We made the deal.

Once you've negotiated the contract, you can proceed with your survey and finalizing your loan, and then you'll be ready to close.



Step Five: Closing

This stage is straightforward, but the time from contract to closing has some pitfalls you'll want to avoid. Here are some things to keep in mind as you work through the process toward closing.

After you've signed the contract with the seller of the land, you'll send a copy of it to your lender. You'll also send the legal description if you haven't already done so. The lender will order the title work from the title company and hire an appraiser to determine the value, as described above in the "Financing" section.

The appraisal is usually what takes the longest, and it determines the time it will take to close. Usually, the bank can close the loan within a week or less of receiving the appraisal. The appraisal can take anywhere from two to four weeks, sometimes longer if the land is farther away from the city where the appraisers live and work.

Sometimes a bank will have a hard time even finding an appraiser to go an hour or more from the city, which will add to the time. Before deciding on a lender, ask about appraisal time, and talk about some worst-case scenarios. This will help make sure the lender is committed to making it as smooth a process as possible, but it will also ensure they're transparent about what's realistic and what's not.

Sometimes the title work is what takes the longest, which is what happens when there's a problem. Every problem is different. Once we built a home for a woman who had inherited a piece of land that had been split from a larger piece her uncle owned. The uncle split the land and gave the pieces to his various family members. But another member of the family who owned the land prior to the uncle had not written the land deed properly, and there was a possibility that someone else could make a legal claim to at least part of the property our client wanted to build on. The process to clear up the problem took nine months because the title company had to hunt down about eight people to sign a document that said they released any claim they might have to the property in question.

At the same time the appraisal and title work is going on, you or the seller will have a surveyor go out and do the pin survey mentioned above. This is when you'll find out if what you think you're buying is what you're actually buying. It's kind of an important step.

Once the appraisal is done and the title is deemed clear by the title company, the lender has to prepare all their paperwork for closing. When they're ready, the title company will set up a time for you, the lender, and the title company's closer to meet and sign papers. After that, you're a landowner!

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Contact Information

Buying land is a big step! It's also a step that many people only take once in a lifetime, so it can be a little scary. There is a lot at stake, and you can't really afford to make too many big mistakes. At the same time, the outcome is worth it—your dream is real, and it's worth pursuing.

We've worked with many people who have worked hard to make the dream of building a home on their land a reality, and we've seen what works and what doesn't. I'd love to help you make your dream a reality as well, and we're available to help. If you'd like to talk to someone about the process, just to help guide you to the next steps, please don't hesitate to call or email.

Please read through this guide, and call us with any questions you have—I'll be happy to guide you through this journey in any way I can.

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