

ABOUT “OUT” PARCELS

One of the things that I have always had to “clean up” after my Dad in the Real Estate Business was to go buy the “Out Parcels”

“Out Parcels” are those pieces of land that are in the middle of something you might need “some day” ... or a parcel that “unlocks” the usefulness of another parcel you might already own.

My Experience (and Sam’s Rule as he taught it to me, although he never followed it)

was that you only get ONE Opportunity in your entire Life
to buy an “Out Parcel”

so even if you pay a bit too much when that once in a lifetime opportunity comes ... or have to pay for it with no return for a long time ... it is still generally a good thing to do.