



*The Prominent Nationwide Cemetery Property Listing Service*  
**THE CEMETERY EXCHANGE**  
*Find Death-Care Information - Products - Services*



866-754-6573

*Before you complete the form below, please read and review these comments:*

1. You can submit for a **Direct Contact Regular, Private Regular, Direct Contact Featured, or Private Featured Listing** from this form. Direct Contact means your phone number will be published on your listing. A Private Listing will have a private email that will direct inquiries to us. This will eliminate any spam or scam emails. Once we have determined that we have received a valid inquiry, we will release the telephone number we have on file and email you as to who you should be expecting a call from.

**PLEASE KEEP IN MIND:** There are pros and cons regarding a **Private Listing** vs a **Direct Contact Listing**. When a potential buyer has an imminent or immediate need, they want to be able to speak with the seller as soon as possible. A family making arrangements has a very limited timeframe to make burial arrangements. When you have a **Private Listing**, your potential buyer has to contact us first and then we have to contact you for you to respond to your potential buyer as soon as possible. The con of a **Direct Listing** is that you may get texts from people who are scamming or unwanted telemarketing calls. As long as you do not engage with anyone who texts you, you are okay. Anyone who has a true interest in your cemetery property, will give you the courtesy of a phone call. We also keep a current [Scam Alert](#) list in the event you do get a text from someone. They may already be on our list. And if they are not, we ask that you forward the information to us so we can add them.

**We take your privacy very seriously. If you select a Direct Contact Listing, either Basic Regular or Featured, we will add this banner to your listing:**

**NO TEXTS - TEXTS WILL BE IGNORED**

2. You can elect to pay via Check (*include your check/money order with this form when you mail back to us*) or you can elect to pay with a debit or credit card. We will **NOT** ask you to put your debit/credit card information on this form. We use PayPal as our third party merchant processor. You **DO NOT** need a PayPal account to pay with your debit/credit card. We use PayPal as our processor so we do not capture any of your debit/credit card information. We will send you an invoice directly from PayPal to the email address you provided on this form. You will make your payment directly from that PayPal invoice and then PayPal will send us a notification that you made your payment.

3. If you feel you made a mistake when you filled out your form, you can reply back from the acknowledgement email that we will send to you when we receive your packet, with any changes.

4. As soon as you receive your acknowledgement email, you can reply back and attach photos or cemetery map if you have any. You can forward to us as many photos as you wish. We will resize them and ensure that they are uploaded along with your listing.

5. **Your listing never expires.** Your listing will also be posted to Facebook and Twitter and Pinterest for additional exposure.

6. **Selling cemetery property takes a great deal of patience.** Cemetery property becomes valuable when there is a need and then it will depend on what a buyer is looking for. And with so many opting for cremation – it takes even longer. It will take that right buyer that likes what they see on your listing and wants a traditional burial.

**Selling cemetery property is like selling your house.** What separates your property from all the other properties listed? Be as descriptive as you can. Is your property near a cemetery feature like a waterfall, pond, lake, cemetery statuary? Is it in the shade? Is it on a hill? Is your property near a road (*very important for easy visitation*). If you have a mausoleum crypt - it is inside or outside? What is the level? The lower the level, the more valuable and the more desirable.

***You must do some upfront homework before you list...***

A. **Call your cemetery.** Ensure that you have permission to sell your cemetery property on the open market. Some states require first right of refusal.

B. Ask the cemetery **what they are selling like properties in your garden/section for today.** This is the current value of your cemetery property. Once that value is known, we recommend that you start your pricing at a minimum of 20% below the cemetery retail. Be sure to mention the current value in your comments.

C. Ask the cemetery **what the availability is for property in your garden/section.** This can be very important if there is limited to no availability. Buyers could have family/ancestors in your property area and have not been able to purchase from the cemetery. If this is the case, be sure to put this in your comments.

D. If you are no longer near your cemetery or it is not feasible to go to the cemetery when you do secure a buyer, ask the cemetery for paperwork that you can complete ahead of time. Each cemetery will have different requirements but can usually be handled via courier or fax.

E. Ensure that you have your original deed. If you do not, contact the cemetery and ask if they will require you to get a new deed before you sell your cemetery property. You don't want to go through the effort of securing a buyer and then find out that you cannot complete the transaction.

F. If you are considering making your property available for immediate need, be sure to ask the cemetery how long it will take them to transfer deed to a buyer. Remember, most buyers are in need of cemetery property because they have a death pending or one has occurred. If it is going to take the cemetery a week or more to transfer deed, **you cannot make your property available for immediate need.**

## What Type of Cemetery Property Are You Selling?



**GRAVE SPACE:** A grave space is the most common of traditional burials or internment. A ground burial is used to bury remains and is usually marked with a bronze or granite marker or headstone. The majority of cemeteries will require an outer burial container or vault. Check with your cemetery to see if you have already prepaid for this item. If you have, you will want to include this information in your listing as this will transfer to the new buyer. Most cemeteries will allow a casket and urn burial in one space or two urns. Check

with your cemetery to see if your space qualifies. If so, you will want to add this information to your listing. A grave space can be single depth or double depth (companion). Check with the cemetery to see if your grave space can be made a double depth with the buyer paying a separate fee to the cemetery. If your grave space can be made a double depth, you will want to include this information in the description section of your listing.



**LAWN CRYPT** - A lawn crypt is considered an underground mausoleum.

Chambers are **preinstalled** by the cemetery prior to sale and usually are placed in a lawn crypt area of the cemetery. Chambers can be single depth or double depth (companion). An outer burial container or vault is **not needed** in this type of burial as the chamber(s) are the outer burial container or vault. If you have a double depth (companion) lawn crypt, the first person to pass is placed

in the lower chamber. The second person to pass is placed in the top chamber. (The illustration is a double depth (companion) lawn crypt.



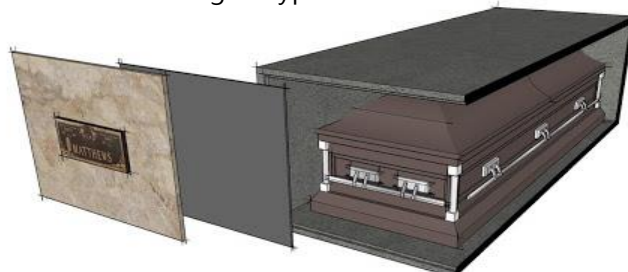
**COMMUNITY MAUSOLEUM** - A community mausoleum is a free standing building that houses the casketed remains of many people. It is in itself a monument to the deceased. Caskets are placed in chambers located on walls either outside (garden mausoleum) or inside (chapel mausoleum). Community mausoleum buildings can also house niches for cremated remains. The level that your crypt(s) is on is important: **Level 1** (Prayer Level) **Level 2** (Heart Level) **Level 3** (Eye Level) **Level 4** (Touch Level) **Level 5 +**

(Heaven Levels). The lower the level the more value it may have. Ensure that you check with the cemetery for them to verify what level your crypt is on.

### There are many options for Mausoleum Entombment:

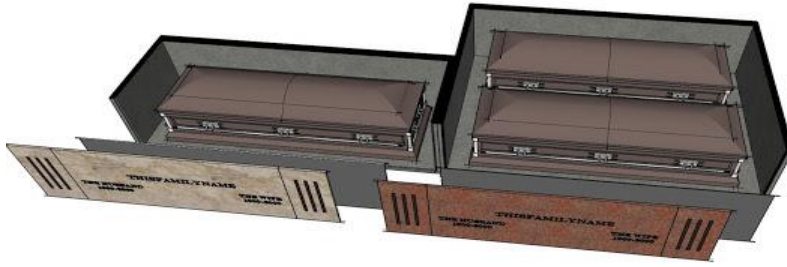
#### Single Crypt

A single crypt entombs one casket



## Couch Crypt (Single and Companion)

A couch crypt can be considered a single or a double however there is a difference in the orientation of the casket.



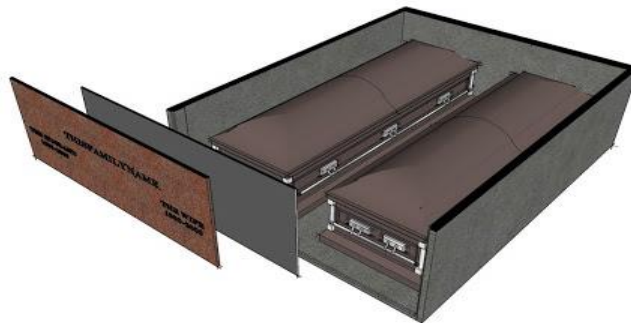
## True Companion (Head to Head or Tandem) Crypt

A tandem (True Companion) crypt is a companion crypt where the caskets are entombed head to head.



## Deluxe Companion (Side by Side) Crypt

A side-by-side crypt is also called a companion crypt or deluxe companion crypt. Caskets are entombed side-by-side with no 'wall' or divider.



## Westminster Crypt

A Westminster or Abbey Crypt is unique as one casket is placed below floor level and the other casket is placed at floor level.







**PRIVATE FAMILY 'WALK-IN' MAUSOLEUM** - A private mausoleum is a stand-a-lone walk in family walk-in building. These are usually custom made based on family requirements and can house multiple family crypts and niches. They can also contain sitting areas inside the mausoleum for family members to reflect.



**PRIVATE FAMILY NON WALK- IN MAUSOLEUM**

A private family non walk-in mausoleum can be for a single casket or multiple stacked caskets.



**CREMATION URN NICHES** - Cremation niches house cremation remains or urns of the deceased. Niches can be glass front or granite front. They can be in the interior of a mausoleum building or exterior of a mausoleum building. Niches can be single, double (companion) or more.



**COMMUNITY COLUMBARIUM** – A Community Columbarium is a stand-alone structure that houses the cremains of many families. Columbariums can be single or double or more.



**PRIVATE FAMILY COLUMBARIUM** – A Private Family Columbarium is a stand-alone structure that houses the cremains of one family. Columbariums can be single or double or more.

## Listing Submission Form

\* required field

\* First Name: \_\_\_\_\_ \* Last Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

\* Contact Phone: \_\_\_\_\_

\* Can Your Contact Phone Number Send and Receive Text Messages? Y/N

(This is for our internal information and use only)

\* Email Address: \_\_\_\_\_

please ensure that your email address is correct. This is our main form of communication with you.

Once your listing is added, we will send a confirmation along with your listing ID.

*Please be sure to add thecemeteryexchange.com to your safe list*

### Type of Cemetery Property You are Selling

#### Grave Space(s)

Single Depth  Double Depth (Companion)

#### Community Mausoleum (Crypt)

Single  Companion  Interior  Exterior  Side by Side Companion  True Companion (Head to Head)  Westminster (One crypt below floor, 2nd Crypt at floor level)

Lawn Crypt (Turf Top Crypt)  Single Depth  Double Depth (Companion)

*(Chambers are preinstalled at the cemetery prior to purchase – there is no vault needed)*

#### Cremation Niche

Single  Companion  Granite/Marble Front  Glass Front  Interior  Exterior

#### Cremation Bench

Individual  Family

#### Private Columbarium

Individual  Family  Cremation Bench  Individual  Family

**\*\*Private Mausoleum**

[ ] Single [ ] Double [ ] Family \*\*

*a private mausoleum is a standalone or single walk-in structure usually constructed for an entire family*

Quantity: \_\_\_\_\_ Asking Price: \_\_\_\_\_ Each? [ ]Y / [ ]N

Do you know the Cemetery Retail Price? \_\_\_\_\_

Will you accept terms? [ ]Y / [ ]N

Will you pay the cemetery transfer fee? [ ]Y / [ ]N

Are vault(s) or outer burial container(s) included in this sale? [ ]Y / [ ]N

Are Opening & Closing Fee(s) included in this sale? [ ]Y / [ ]N

Are any Memorial(s) or Monument(s) included in this sale? [ ]Y / [ ]N

**\*In the event of a natural disaster or emergency, would you be willing to donate your cemetery property to a family in need? [ ]Y / [ ]N**

*(This information will not be displayed on your property listing – this is for our internal information only)*

**Where is Your Cemetery Property Located?**

*Please Note\*\* - Always check with your cemetery to ensure you have the authority and the permission to sell your property privately. Some cemeteries have different rules and regulations and you always want to make sure that you are compliant.*

**\* Cemetery Name:** \_\_\_\_\_

Cemetery Address: \_\_\_\_\_

City: \_\_\_\_\_ \* **State:** \_\_\_\_\_ Zip: \_\_\_\_\_

**Do you have any additional cemetery cities that you would like your listing to appear?**

*(Additional cemetery cities are \$2.00 each) For Example: If your cemetery property is in Forest Lawn Memorial Park in Hollywood Hills, CA. You may want your listing to also appear in Los Angeles, CA and Hollywood, CA.*

Additional Cemetery City: \_\_\_\_\_

Additional Cemetery City: \_\_\_\_\_

Additional Cemetery City: \_\_\_\_\_

Additional Cemetery City: \_\_\_\_\_

**Where in the cemetery is your property located?**

Garden or Section Name: \_\_\_\_\_

(i.e. *The Garden of The Good Shepard, Rest Garden, Garden of Peace, etc*)

Section Number: \_\_\_\_\_ Lot Number: \_\_\_\_\_

**\*\*Space Numbers:** \_\_\_\_\_ **\*\***(this is not the quantity but the actual grave, crypt or niche number of each space. Separate space numbers with a comma)

*Be as descriptive as you can about your cemetery property and where it is located within the cemetery.*

**For Mausoleums and Cremation Niches:** Be sure to include the building name or number, and the level your crypts or niches are located, and if you know what kind of crypts they are. i.e. Single, True Companion, Side by Side, Tandem, etc

**Level 1 = Prayer   Level 2 = Heart   Level 3 = Eye   Level 4 = Touch   Levels 5 or higher = Heaven**  
**Abbey or Westminster = 1 crypt just below floor level, 1 at floor level**

**DESCRIPTION** (use separate sheet(s) if necessary)


**Will you make your cemetery property available for Immediate Need?** [ ]Y / [ ]N

**Do you have the original deed to the cemetery property you are selling?** [ ]Y / [ ]N

*(if you do not – ensure with the cemetery that what you have is okay to sell/transfer your property)*

**Do you have Personal photographs that you would like be part of your listing?** [ ]Y / [ ]N

(If you have personal photos you will have the opportunity to send them to us once you receive our submission acknowledgement)

**\* How did you hear about us?** \_\_\_\_\_



**\* Listing Type:**

If you have selected to have additional cemetery cities, be sure to include that amount in your check or money order. Each additional cemetery city is \$2.00.

Direct Contact Regular (\$59.95) [  ]    Direct Contact Featured (\$89.95) [  ]  
Private Regular (\$69.95) [  ]    Private Featured (\$99.95) [  ]

**HOW WILL YOU BE PAYING?**

I will be paying via check (enclosed) [  ]

I will be paying via debit/credit card (please send me a direct link to my invoice from PayPal) [  ]

If sending a check, please enclose your check with your completed form and send to:

**The Cemetery Exchange LLC**  
687 Oak Ridge Trace  
Lawrenceville, GA 30044