

Valuing Land for Residential Appraisers

1. What is land?—How to Value it:
 - a. Transaction Issues
 - b. Legal Considerations
 - c. Property Related Elements
 - d. Entitlements
2. Valuation—qualitative or quantitative?
3. Valuation—Allocation (elocution?), Extraction
4. Land with Non-contributing Improvements
5. What is:
 - a. Excess Land
 - b. Incremental Land
 - c. Surplus Land
 - d. Transitional Land
 - e. Land with Multiple H&B Uses
 - f. Non-Contributing Land (huh?)
6. Units of Comparison
7. Finding the Relevant Comparative Elements
8. Case Study
9. Reconciling the Market Value