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