# Table of Contents

About the Author ......................................................... vii  
Acknowledgments ....................................................... ix  
Foreword ........................................................................ xi  
**Chapter 1**  
Real Property Ownership and Appraisals ............... 1  
**Chapter 2**  
Principles of Value, Real Estate Economics, and Finance ......................... 35  
**Chapter 3**  
The Valuation Process, Beginning the Appraisal, and Data Collection ...................... 77  
**Chapter 4**  
Neighborhood and Market Area Analysis and Highest and Best Use ............... 115  
**Chapter 5**  
Site Descriptions ...................................................... 151  
**Chapter 6**  
Improvements Descriptions ........................................ 185  
**Chapter 7**  
Land and Site Valuation .............................................. 217  
**Chapter 8**  
The Cost Approach .................................................. 249  
**Chapter 9**  
Estimating Depreciation .............................................. 277  
**Chapter 10**  
The Sales Comparison Approach .................................. 307  
**Chapter 11**  
Adjusting Comparable Sales ....................................... 341  
**Chapter 12**  
The Income Capitalization Approach ......................... 375  
**Chapter 13**  
Final Reconciliation and the Appraisal Report ................... 405  
**Chapter 14**  
Specialty Residential Property Types .......................... 423  
**Chapter 15**  
Green and High-Performance Homes ......................... 445  
**Chapter 16**  
Specialty Residential Markets ................................... 461  
Financial Calculator Basics ........................................ 477  
Bibliography ............................................................. 483  
Index ........................................................................... 489