



Virginia Commonwealth Chapter

Valuation of Conservation Easements

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March 24-27, 2026

Instructor: Brian Flynn, MAI, AI-GRS

Commonwealth Savers Building, Multipurpose Room, 9001 Arboretum Parkway, North Chesterfield, VA 23236

Valuation of Conservation Easements is an advanced course designed for general certified appraisers who understand the methodology in the approaches to value and who are ready to embark on understanding the intricacies involved in one of the most misunderstood and difficult types of appraisals. Over 4 days, you'll become familiar with conservation easement valuations in a variety of situations, including conventional appraisals, appraisals that are required to comply with the Yellow Book, and appraisals involving non-cash charitable contributions that are required to comply with IRS standards.

- Recognize the methodologies and techniques commonly used in valuing conservation easements.
- Grasp state, federal, and IRS regulations and requirements relating to conservation easements.
- Identify the range of assignments that are common in valuing conservation easements.
- Develop an effective scope of work for a conservation easement valuation assignment and apply concepts of highest and best use analysis to that assignment.
- Apply a range of techniques to effectively carry out a conservation easement valuation.
- Identify the unique issues that may apply to conservation easements and complete the assignment(s) in accordance with the various state and federal agency requirements.

Classroom. 30 hours + 2-hour exam; general appraisers; CE; AQB approved.

The Valuation of Conservation Easements Professional Development Program's Registry is located on the AI website. It lists the names of Designated members, Candidates for Designation and Associate Members who have successfully completed (attended & passed the examination) the course in the program.

Placement on the Registry shows potential clients and employers that these individuals have obtained knowledge on this specialized topic. <https://www.appraisalinstitute.org/education/professional-development-programs/conservation-easement-valuation>



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REGISTRATION: <https://www.appraisalinstitute.org/education/search/valuation-of-conservation-easements>

Parking is available at the back of the building. Please do not park in the visitor parking spaces closest to the entrance of the building. When you enter the main lobby of the building please see the reception desk for check-in. The receptionist will provide a name badge and direct you to the Virginia Multipurpose Room.

Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class. No credit/refunds for no-shows.

Questions? Email: LisaMay.Weiss@appraisalinstitute.org Call: 856.415.0281

www.appraisalinstitute.org/chapters/virginia-commonwealth
