



# LAND FOR SALE! YOU CAN BUILD ANYTHING?

What Developers Know about Land that Appraisers  
and Real Estate Sales Agents Don't

- ◆ Evaluating Site Potential
- ◆ Locating Properties in the Field
- ◆ Identifying Site Characteristics
- ◆ Government Constraints and Opportunities
- ◆ Highest and Best Use
- ◆ Case Study
- ◆ Resources

**INSTRUCTOR:** Caryn Zeh, NYS Certified General Appraiser

**DATE:** Wednesday, July 13, 2016

**CE:** **7.0 Continuing Ed hours for Appraisers**

**7.5 Continuing Ed hours for Agents & Brokers**

**TIME:** 8:30am - 4:00pm

**COST:** \$105 members, \$120 Non Members

**LOCATION:** GCAR @ 451 New Karner Rd, Albany, NY 12205

**Cancellation policy:**

All cancellations must be in writing and received no less than five (5) days prior to the course start date.

Cancellations thereafter and no-shows forfeit the entire tuition.

**TO REGISTER:**

**Members: Go to [www.gcar.com](http://www.gcar.com) and log-in to IMS  
(Internet Member Services)**

**Non members: Call 518-464-0191 x15**