

# Marketing and Lead Gen

## How do I comp land that I got a call from a seller on?

Having a Realtor pull accurate comps is the best. If there is a run down house on the lot, the tax assessors website will have the land value calculated seperate from the house value. It won't be exact, but it will give you a ballpark idea of the lot value for tax purposes. Lot values are calculated on a sqft basis, usage, and whether they are developed or not.

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