

# Landchecks Methodology: Turning QMI Data Into Actionable Land Insights

*Powered by LandfinderAI*

LandfinderAI - Landchecks is designed to help users move quickly and consistently from residential market data to supported land value insights. Rather than relying solely on limited comparable land sales, Landchecks leverages **Quick Move-In (QMI) home inventory** as a real-time indicator of how builders are currently pricing and underwriting residential product.

The methodology is intentionally transparent and repeatable, allowing users to understand each step of the process and apply professional judgment where appropriate.

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## Step 1: Market-Based QMI Data Collection

Landchecks begins with the aggregation of QMI inventory across defined geographies, including statewide, CBSA-level, and user-defined submarkets. QMI homes are particularly valuable because they reflect **active builder pricing**, not historical outcomes.

For each market, Landchecks identifies:

- Typical QMI inventory counts
- Average asking prices
- Average Buildable Square Footage (BSF)

These metrics establish a current snapshot of product mix and pricing behavior before isolating the land component.

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## Step 2: Translating Home Prices Into Land Supportability

Once pricing and BSF benchmarks are established, Landchecks applies a **residual allocation framework** to estimate potential developed lot values. The analysis evaluates land contribution under three common market conditions:

- **Rural markets**, where land represents a smaller share of total value
- **Transitioning markets**, where development pressure and infrastructure are increasing
- **Infill markets**, where land scarcity and entitlement drive a higher land contribution

Rather than forcing a single assumption, the methodology presents **multiple land value scenarios**, allowing users to compare sensitivity across market types and development contexts.

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## Step 3: Converting Residual Outputs Into Lot-Level Metrics

To make the analysis practical, Landchecks converts residual land value indications into **lot-level economics**. This is accomplished by dividing potential developed lot values by **most likely frontage widths**, reflecting common residential product types.

By doing so, users can:

- Evaluate implied lot pricing by product type
- Compare density strategies across markets
- Understand how frontage assumptions impact feasibility

This step bridges the gap between high-level market data and real-world site planning.

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## Step 4: Macro to Micro Analysis for the End User

While statewide and CBSA-level analysis provides important context, Landchecks is built for **location-specific decision-making**. Users can generate reports based on a **1-, 3-, or 5-mile radius**, anchored to a latitude/longitude, ZIP code, or site location.

This allows users to:

- Start with macro trends
- Narrow into submarket conditions
- Perform their own sensitivity analysis using consistent, market-based inputs

The result is a flexible workflow that supports underwriting, valuation, acquisition, and feasibility analysis.

# What Landchecks Does — and Does Not — Do

Landchecks is not intended to replace professional judgment, nor does it attempt to produce a single “answer” for land value. Instead, it provides:

- Current, market-driven inputs
- A transparent residual framework
- Consistent lot-level outputs
- A fast way to sanity-check assumptions

Users remain responsible for verifying inputs, selecting appropriate assumptions, and applying results within the context of their specific assignment or project.

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## Designed for Speed, Consistency, and Insight

By combining QMI inventory data, pricing benchmarks, residual logic, and frontage-based outputs into a single workflow, Landchecks enables users to **back into raw land values more efficiently and with greater market context**.

Whether evaluating a potential acquisition, testing feasibility, or supporting valuation conclusions, Landchecks gives appraisers, developers, and homebuilders a faster, more consistent way to understand how current residential markets support land value—powered by LandfinderAI data.

## Key Findings From the Q4 2025 Florida QMI Residual Analysis

### 1. Statewide QMI Data Establishes a Reliable Residual Baseline

At the statewide level, QMI inventory provides a stable benchmark for understanding how builders are currently underwriting residential product across Florida. Average buildable square footage and asking prices indicate that, even at a macro level, there is sufficient consistency to support residual-based land analysis. This allows users to begin with a broad market context before narrowing into CBSA or site-specific conditions.

#### **Landchecks Insight:**

Statewide QMI data is most effective as a *starting point*—establishing expectations for pricing, density, and land contribution before applying more localized assumptions.

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## 2. Residual Sensitivity Varies Meaningfully Across CBSAs

When applying the rural (17%), transitioning (22%), and infill (27%) residual allocations, the analysis shows that **land value sensitivity increases materially in more urbanized CBSAs**. In larger metropolitan markets, the difference between rural and infill assumptions produces a substantially wider range of potential developed lot values compared to smaller or more peripheral metros.

### **Landchecks Insight:**

In higher-growth CBSAs, small changes in residual assumptions can materially impact supported land values, reinforcing the importance of location-specific analysis rather than statewide averages.

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## 3. Larger CBSAs Show Stronger Alignment Between BSF and Lot Supportability

CBSAs with higher average BSF and pricing levels generally support **higher developed lot values across all residual scenarios**, particularly under transitioning and infill assumptions. This suggests that builders in these markets are underwriting larger homes with greater land cost tolerance, even as construction and financing costs remain elevated.

### **Landchecks Insight:**

In primary Florida metros, residual land support is more closely tied to product size and pricing power, making QMI data a particularly effective proxy for feasibility analysis.

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## 4. Secondary and Emerging CBSAs Exhibit Tighter Residual Ranges

In smaller or emerging CBSAs, the spread between rural, transitioning, and infill residual outputs is typically narrower. While absolute land values may be lower, the reduced sensitivity indicates that **pricing discipline and absorption risk play a larger role** than land scarcity alone.

### **Landchecks Insight:**

For these markets, Landchecks is most valuable for confirming whether a proposed land price aligns with achievable product pricing, rather than maximizing density assumptions.

## 5. Frontage-Based Outputs Highlight Density Tradeoffs

Dividing residual land values by most likely frontage widths reveals that **narrower lot configurations tend to show stronger land support on a per-front-foot basis**, particularly in transitioning and infill scenarios. Wider frontage products remain viable but are more sensitive to pricing and BSF assumptions.

### **Landchecks Insight:**

Frontage-based analysis allows users to quickly test product mix scenarios and understand how density decisions affect land feasibility—before advancing to detailed site design.

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## 6. Macro Data Becomes More Powerful When Paired With Micro Location Analysis

While the spreadsheet summarizes statewide and CBSA-level conditions, the variation observed across markets reinforces the importance of **micro-location analysis**. The same residual framework produces very different outcomes once applied to a 1-, 3-, or 5-mile radius around a specific site.

### **Landchecks Insight:**

This is where Landchecks provides the greatest value—allowing users to move from broad market context to site-specific land value support using the same consistent methodology.

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## 7. Residual Analysis Complements Active Land Listings

In addition to QMI data, LandfinderAI tracks **active land listings nationwide**, allowing users to compare residual-based land support against real-time asking prices. This comparison helps identify where land is potentially overpriced, underpriced, or appropriately positioned relative to current residential product economics.

### **Landchecks Insight:**

Residual outputs are most effective when evaluated alongside active land listings, reinforcing disciplined acquisition and valuation decisions.

## How This Fits Into the Landchecks Workflow

These findings demonstrate that residual analysis using QMI data is not about producing a single land value conclusion. Instead, Landchecks provides users with:

- Market-driven inputs
- Transparent residual scenarios
- Lot-level and frontage-based outputs
- A fast way to compare assumptions across locations

By combining QMI inventory with residual logic and frontage metrics, Landchecks enables appraisers, developers, and homebuilders to **back into raw land values with greater speed, consistency, and market awareness.**