

Understanding Residential Land Value Drivers in Amman: Insights from Appraisers

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The real estate industry is a crucial component of Jordan's economy, making a substantial contribution to the country's GDP and exerting a significant impact on societal well-being. The city of Amman (the capital) has a population that is greater than four million people, and a significant share of Jordan's urban population resides in the city. Therefore, it is vital to have a solid awareness of the elements that influence the pricing of residential land. This study employed a qualitative case study approach, including a thematic analysis of interviews with experienced appraisers, to investigate these factors. The study highlights various crucial factors that influence residential land values, such as the geographic location of a property, land elevation, scenic views, vast horizons, natural landscapes, privacy, air quality, scarcity, distance from noise sources, and tranquility. In addition, the width of the front road, the presence of forced migration, the availability of utilities, the closeness to key roads, the overall accessibility, the population density, and the supply of land all have significant effects. Governmental category factors were found to have the most significant impact on land prices, followed by social, environmental, and economic category factors. Recommendations include enhancing public awareness of land assessment factors, investing in infrastructure, and promoting transparency in the housing market. These measures aim to support more informed decision-making and foster sustainable growth in Amman's real estate market.

Keywords: Amman, Case Study, Qualitative Research, Residential Land Prices, Thematic Analysis.

1. Introduction

Real estate plays a pivotal role in the economic development of Jordan, contributing approximately 2% to the country's economy [1]. As a critical component of the financial sector, alongside commercial banks and insurance companies [2], the real estate industry represents one of the largest and most influential business domains, with substantial implications for the country's economic stability and growth [3]. The valuation of real estate prices encompasses both housing and land prices [4], with the real estate market playing a critical role in shaping employment opportunities and driving economic growth. Beyond its

economic impact, residential real estate is a fundamental element of human life, extending beyond mere physical structures to interact with sociocultural, behavioral and environmental factors that support and shape lifestyle choices [5].

In Jordan, investing in land is considered a safe, reliable option due to its historically rising value. With Amman's population exceeding four million, over 42% of Jordan's urban population, residing within the city's boundaries [6] as cited in [7], it is essential to understand the factors that drive residential land prices. The limited budget of many Jordanians amplifies the need for clear insight into these factors to avoid potential fraud and make informed investment decisions.

Land valuation, which involves assessing the value of property excluding human improvements [8], relies on the assessment of land characteristics through experience and judgment [9]. Although land prices are central to urban economics, they are not always directly observable [10] and are influenced by a range of factors. These factors include the performance of land in the market and its interaction with the surrounding natural, socio-economic, and ecological environments [11]. Additionally, land prices serve as a critical reference for urban planners when reallocating land resources and formulating effective policies. Understanding the determinants of land values enables urban planners to manage land values more effectively and foster a stable and robust real estate market [12]. As the price of vacant land is a key indicator of an area's attractiveness in an urban market, comprehending the determinants and temporal changes in land prices is crucial for understanding the local economy [13]. However, many existing studies on residential land prices rely heavily on quantitative methods [14], leaving a gap in our understanding of the nuanced dynamics of land valuation. This study addresses this gap by employing qualitative research methods, specifically thematic analysis of structured interviews with experienced appraisers, to explore the factors increasing residential land prices in Amman.

By providing a detailed examination of these factors, this study aims to offer valuable insights that can guide policy formulation, urban planning, and investment strategies, ultimately contributing to a more informed and equitable real estate market in Amman.

2. Methods and Methodology:

This study employed a qualitative methodology to explore the factors that increase residential land prices in Amman, Jordan. While many studies on real estate prices predominantly use quantitative methods, this study adopted a qualitative approach due to its exploratory nature [40], which was deemed more suitable for uncovering nuanced insights.

The qualitative research methodology entails a comprehensive examination of a particular event, organization, scenario, or social unit, with a specific emphasis on investigating a present problem within its real-life context. By employing a case study design, the investigation was concentrated within a particular space and time, allowing a detailed examination of the case [41]. This approach facilitated a comprehensive understanding of the factors increasing residential land prices in Amman. The study area, as depicted in Figure 1, was selected due to its significant population, rapid urbanization, and the high number of objections regarding land prices across Jordan.



Figure 1: Location of Amman, Jordan's capital

Source: wikimedia.org

The study was guided by the following research questions: “What are the key factors influencing the increase in residential land prices in Amman?” “Which factors have the greatest impact on residential land prices in Amman?” and “What recommendations can be made to policymakers for incorporating the identified factors into land use planning and policy development?” To address these questions, thematic analysis was employed to analyze the data from interviews.

A purposive sampling technique was used to select participants who could provide relevant insights through face-to-face interviews, each lasting between 45- 90 minutes and audio recorded for accuracy. Purposive sampling is a popular sampling method in qualitative research, and involves selecting participants based on their presence in a population of interest, characteristics, experiences, or other criteria [42]. This technique allows researchers to choose participants who best meet the study's goals and objectives [43,44]. The use of purposive sampling ensured that the data acquired was precise and of high quality by enabling individuals to be identified and selected with specific characteristics and experiences related to the research topic. The recordings of interviews were transcribed and meticulously compared with the original audio to ensure data reliability. The study achieved theoretical saturation after interviewing 16 experienced appraisers.

The collected data were analyzed using MAXqda software, which facilitated the coding process. A total of 5,430 symbols were assigned to primary and secondary codes. These codes were grouped into thematic categories by consolidating proportional codes related to similar ideas. During the focal coding stage, continuous comparisons were made to identify key topics and their interrelationships. This rigorous analysis allowed the identification of relevant themes and their interdependencies. The final step involved selecting representative quotes from the participants to illustrate the core sub-themes, reflecting the perspectives and insights gathered from the interviews. The methodology is summarized in Figure 2.



Figure 2: Research methodology based on thematic analysis

3. Results and Discussion:

Based on data analysis of the collected data, the factors increasing residential land prices in Amman are classified into four main categories: Social, Environmental, Economic and Governmental. These categories are detailed in Figure 3.

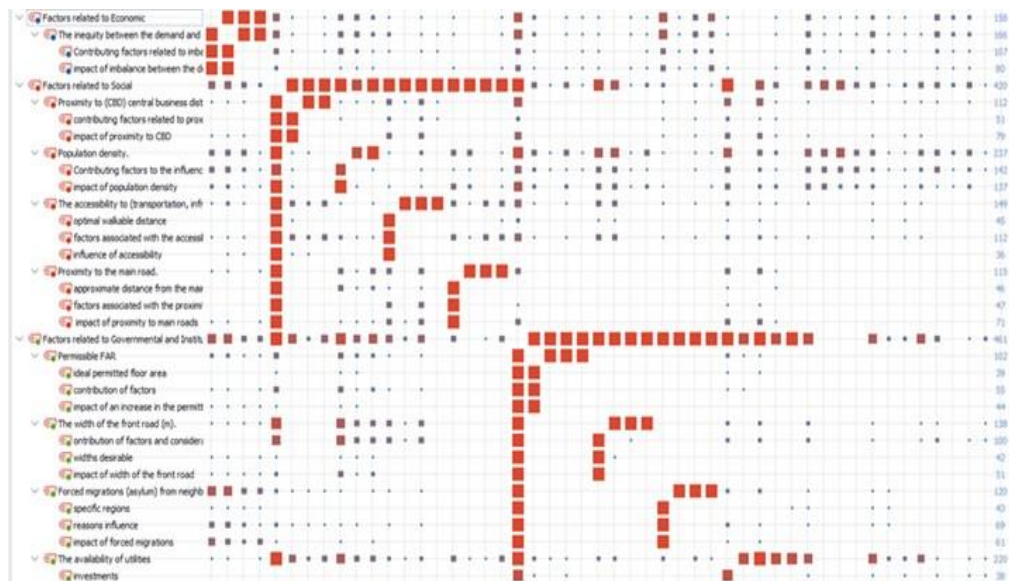


Figure 3: Themes, Sub-Themes and symbols related to the factors that increase residential land prices

A. Themes and Subthemes

This section will delve into these themes, elucidating their respective sub-themes to thoroughly examine the underlying factors and their intricate interrelationships. By exploring these themes in depth, the study seeks to enhance the understanding of the complexities associated with residential land prices in Amman and elucidate the broader implications of these findings.

The First Theme: Social Category Factors

Social category factors are factors related to social considerations, such as proximity to the main road, accessibility, population density, proximity to central business districts (CBD), and similar factors that may impact residential land prices. The findings of this study align with existing research, highlighting the significant influence of social factors on property values. Consistent with prior studies, proximity to main roads and CBD emerges as a crucial determinant of land prices. Evidence from various studies, including [22] and [45], underscores that well-developed transportation networks and access to key urban areas substantially enhance property values. Moreover, research by Malaitham et al. (2020) [46] indicates a notable correlation between reduced distance to main roads and increased property values. Mohamed et al. (2020) [4] further affirmed the positive effect of proximity to major roads, while Yang et al. (2020) [11] acknowledged that arterial roads enhanced land values in suburban areas. Additionally, this study corroborates the importance of population density in driving land values, as emphasized by [47] and [48]. Overall, the study reinforces the critical role of social factors, particularly access and proximity, in shaping residential land prices.

a) Proximity to the main road

The proximity of residential land to main roads has a notable impact on its market value. According to the interviewees, an optimal distance of approximately 100-150 meters from the main road tends to result in higher land prices. This distance provides advantages such as easy access to services, transportation, and commercial centers, while avoiding potential nuisances like noise and heavy traffic. The general consensus among interviewees was that properties within this range are more attractive to buyers due to the convenience they offer and their ability to maintain a favorable living environment. Proximity to the main road thus plays a crucial role in increasing residential land prices by enhancing accessibility and connectivity, while minimizing the drawbacks of being right next to the road:

“100-150 meters away from the main street, also far from hazards and nuisances, and well-serviced.” R16

“Proximity to services, connectivity zones, transportation, commercial centers, and reduced transport cost make the land plot more attractive for purchase.” R14

“Proximity to main roads increases the price, but up to a specific distance to avoid causing inconvenience and noise.” R9

“Proximity to main roads increases the price due to easy access and the availability of services, commercial markets, restaurants, and pharmacies (positive factor), which is crucial.” R4

b) Access to transportation, infrastructure, roads, and CBD

Access to transportation, infrastructure, roads, and CBD plays a crucial role in determining

residential land prices in Amman. Interviewees noted that the ideal walking distance to these significant amenities varies widely, ranging from 50 to 700 meters, influenced by factors such as an individual's walking ability and age. Properties near major transport hubs, infrastructure, and key areas like the CBD generally command higher prices. Specific examples include residential plots adjacent to Airport Road, bus stations, the BRT in Tabarbour, and industrial streets in Wadi Al-Seer, Shmeisani, and the Airport Road area. The consensus among interviewees is that such ease of access contributes to higher demand, resulting in greater value and higher prices; properties that offer convenient access to essential services, transportation, and roads are viewed as more desirable, thus commanding premium prices.

"I am not negatively affected in terms of parking availability and noise, similar to residential lands adjacent to the Industrial Street in the Wadi Al-Seer area, Shmeisani, and the Airport Road." R8

"The easier the access to transportation, roads, and services from a residential plot of land, the higher its price tends to be." R1

"Parcels with easier access have a higher value." R2

"Plots that are easily accessible tend to have higher prices." R3

c) Population density

Population density significantly influences residential land prices, with its effects varying depending on the density level and associated social dynamics. High population density often leads to increased pressure on services and infrastructure, which can reduce land values due to congestion and decreased privacy. Conversely, lower-density areas may experience higher land prices if they are well-serviced and conveniently located near transportation and workplaces, which boosts demand. For instance, when population density is less than 25%, it positively impacts land values, reaching its peak at 50% density. Prices stabilize between 50-65% density but decline beyond 75%, possibly because these tend to be older neighborhoods. Additionally, housing type and socio-economic factors play a role; in lower-class areas, prices for housing type C can be higher due to varying purchasing power and social issues. The combination of high density with socio-economic challenges such as low income and crime can further depress property values.

"The population density reflects the availability of services, proximity to transportation, and workplace locations. It becomes a driving factor when the individual's income in the neighborhood is low, as low income becomes associated with crime." R10

"When the population density is less than 25%, the factor is positive. At 50%, it reaches its peak, and between 50-65%, there is stability in prices. Beyond 75%, the impact becomes negative, likely due to the neighborhood aging" R11

"In the eastern neighborhoods, it has a negative impact as it increases pressure on services, while in remote areas with a low population, it has a positive effect." R1

d) Proximity to central business district

The proximity of residential land to the CBD plays a complex role in influencing residential land prices. Interviewees highlighted that ease of access to services and shopping centers

significantly mediates the relationship between proximity to the city center and land values. Being close to such amenities often makes a location more desirable, thus increasing prices. However, opinions on the direct effect of proximity to the CBD were mixed. Some interviewees noted that being near the CBD indirectly raises property prices due to increased demand driven by the presence of government institutions, embassies, and banks, as well as the convenience of transportation. This proximity can save time, effort, and money for residents. Conversely, others argued that the impact of proximity to the CBD has diminished over time, as the availability of services and commercial centers has become more distributed across the city, reducing the relative importance of being close to the CBD.

"Ease of access to services and shopping centers is a significant factor that positively influences property prices." R2

"The proximity to the city center means closeness to ministries, government departments, embassies, and banks, and easy access to transportation and services. This proximity saves time, effort, and money." R3

"In the past, proximity to the city center (downtown) used to increase the price of residential land. However, currently, when we talk about distributed commercial centers within the capital, they do not have an impact." R10

The Second Theme: Environmental Category Factors

The Environmental Category encompasses factors related to the environment, such as geographical location, view, elevation of the land, and other environmental attributes that influence residential land prices. This research aligns with existing studies that emphasize the impact of environmental factors on residential land values. The significance of the geographical location, as highlighted by Li (2018) [18] and Qu et al. (2020) [24], is consistent with the literature. However, there is some variation in its perceived importance across different regions [49]. Furthermore, the value of aesthetic views, including waterfront spaces and scenic vistas, corroborates findings from [19] and [20]. This study supports the established notion that geographical location and aesthetic views are crucial in determining residential land values. Additionally, the elevation of residential land plays a significant role in influencing its price, as elevated land offers distinctive views, expansive horizons, and scenic natural landscapes, which enhance psychological comfort.

a) The presence of a view

The presence of scenic views significantly influences the value of residential land in Amman. Interviewees identified several types of views that enhance land prices, including green spaces such as gardens and forests, mountainous areas with views of peaks and hills, architectural and heritage sites, open areas like Jubaiha, and sea views of regions like the Dead Sea. These scenic features are deemed valuable due to their rarity and the high demand they generate. The appeal of such views is twofold: they offer the psychological benefits of a serene environment, privacy, and a sense of well-being, which aligns with the theory of utility versus expense. Additionally, these views hold financial appeal due to their scarcity and the potential for higher resale values. Consequently, properties with these desirable views often command higher prices due to their perceived benefits and investment potential.

"Forests and areas with trees, architectural beauty, and heritage sites like Jabal Al-Qalaa." R6
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“Scenic views offer psychological comfort and well-being, leading to higher willingness to pay for residential land.” R1

"Due to the lack of congestion in these areas, providing a comfortable environment for residents and their families, promoting their social development away from noise and disturbances." R2

b) Geographical location

The geographical location of residential lands, particularly further west of the capital, significantly influences land prices. Interviewees noted several factors contributing to the higher prices in the western region, including modern architectural designs featuring luxurious buildings and well-organized villas, a well-developed road and services network with wide streets, and low population density that avoids overcrowding. The social class inhabiting these areas tends to be affluent, contributing to a high cultural atmosphere and a preference for a non-interfering lifestyle. Additionally, favorable climatic conditions and beautiful views of green spaces and forests enhance the appeal of these locations. Proximity to the city center and the presence of ministries, government departments, and embassies further increase the desirability of lands in the western region. The scarcity of land plots, combined with high demand from wealthy buyers, drives up prices, reflecting the residents' high social and economic status and the overall development of the surrounding neighborhoods. These factors collectively contribute to the elevated prices of residential land in West Amman.

“Modern architectural design, including luxurious and well-organized villas, contributes to higher land prices in the western region.” R1

“Favorable climate conditions, particularly during the summer, make West Amman more attractive.” R11

“The beautiful views of green spaces and forests in the western region increase its appeal.”

"Proximity to the city center, away from pollution, constant greenery (health-wise), not crowded, land overlooking the west (mountains of Palestine), higher-level services, easy access and mobility without congestion." R8

“Scarcity of land plots in the western region, combined with high demand and limited consumer awareness of prices, drives up residential land prices.” R7

“Wealthy buyers’ preference for land in West Amman, combined with the area’s overall development, contributes to the continuous rise in land prices.” R5

c) The Elevation

The elevation of residential land plays a significant role in determining its price, with higher elevations generally commanding higher values. Interviewees consistently noted that elevated land offers several advantages, contributing to its increased expense. Higher elevations provide distinctive views, expansive horizons, and scenic natural landscapes, which enhance psychological comfort. They are also associated with privacy, clean air, and tranquility, as well as a reduced risk of natural disasters like floods. Furthermore, elevated sites often benefit from less noise and crowding, and in some cases, construction costs can be lower on rocky terrain. These factors collectively elevate the perceived value and price of residential land at

higher elevations.

"The higher the elevation, the higher the price due to better views, expansive horizontal visibility, and the presence of privacy." R1

"The scarcity of their presence, as their number is limited compared to other plots, makes them more sought after (increase the demand). The higher elevation allows for Horizon widening visibility and privacy, and if they boast a beautiful view, their price increases." R14

"Clean air and natural or city views have a positive impact on health and being away from noise and traffic jams gives clarity to the mind." R4

The Third Theme: Economic Category Factors

The Economic Category includes factors relevant to the economy, including the imbalance between the demand and supply and factors that contribute to this imbalance. Unlike other studies, our investigation identifies the imbalance between supply and demand as a crucial economic factor influencing residential land prices, aligning with [19] and [45]. However, our findings differ from those of Narvada (2022), Cunha and Lobão (2021), and Ahmed (2020), who reported varying results regarding the impact of economic determinants such as interest rates, GDP, and the consumer price index on land prices.

a) The imbalance between demand and supply

The imbalance between the demand and supply of residential land significantly influences land prices. Interviewees highlighted several factors contributing to this imbalance, including political instability in neighboring countries which has led to a sudden population increase, regulatory restrictions on new land development, and centralization of services. Economic conditions, the investment environment, and purchasing power also play crucial roles. These factors collectively create a constrained land supply, while demand continues to rise. As a result, the limited availability of land in certain areas leads to heightened competition among buyers, driving up prices. Political factors such as immigration and asylum seekers exacerbate this issue by increasing demand without a corresponding rise in supply, further inflating land prices.

"Increased population flow and natural growth of the city. Regulatory restrictions, being a legal element, affect the benefit, as they can affect real estate transactions and limit the available supply, leading to an increase in real estate value." R11

"Sudden increase in population, centralization of services, investment environment, economic conditions, purchasing power, and municipal regulations are all factors that can affect real estate prices." R4

"When demand increases, and supply remains constant, the price of available properties increases." R16

"Increased demand for land means buyers competes against each other for plots of land, which can lead to higher land prices. This can make the cost of purchase higher and may pose investment challenges, especially in areas with strong and growing demand." R2

The Fourth Theme: Governmental Category Factors

The governmental category means factors related to governmental and institutional concerns, such as permissible FAR, the width of the front road (m), forced migrations, the availability of utilities, and similar factors. Our study aligns with existing research on governmental factors influencing residential land prices. The availability of utilities, such as electricity, water, and roads, is consistent with findings by Binoy et al. (2022) [8] and Munshi (2020) [23], who noted its impact on land values. Additionally, the influence of permissible FAR on land prices supports the findings of Ma et al. (2020) [12], who highlighted its significance in driving up land values. The importance of road width, as noted by Ha et al. (2022) [21] and Peng (2021) [16], also aligns with our study. However, our findings on forced migrations diverge from other research studies because of our location between politically unstable countries.

a) The Availability of Utilities

Investments in utility infrastructure have a notable impact on residential land prices. Interviewees emphasized that the presence of essential utilities—such as paved streets, electricity, and water—substantially influences land value. Among these, paved streets are deemed the most crucial, followed by electricity and then water. The availability of paved streets enhances accessibility, which facilitates the provision of water, while the need for sewage systems can be temporarily addressed through alternatives like septic tanks. The presence of these utilities significantly increases the perceived value of land, as they are fundamental to living conditions and convenience. The availability of essential services—such as water, electricity, paved roads, and sewage systems—directly affects the demand for and price of residential land. Buyers are inclined to pay more for well-serviced land, as this increases the land's value by meeting basic living needs and improving overall convenience.

"Paved roads, water, and electricity, and it's possible to locally manage sewage with the provision of absorption pits, making it possible to do without it." R8

"With the presence of these services and facilities, the land becomes attractive to buyers, increasing the demand for it. The existence of a water network raises the land's appraisal by 15%, and having water, electricity, and sewage services together increases the land's appraisal by 25%. Additionally, the presence of water and electricity networks raises it by 18%." R14

"Access to essential utilities such as water and electricity, paved roads, proper sewage systems, commercial markets, government or semi-government service centers like hospitals, security measures, telecommunication towers in the area, and places of worship are crucial factors that enhance the value and desirability of a location." R5

b) Forced migration (asylum) from neighboring countries of Jordan

Forced migration, particularly from neighboring countries, has significantly impacted residential land prices in Amman. According to the interviewees, the influx of refugees has substantially increased the demand for housing, leading to a dramatic rise in real estate prices. Specifically, the entry of Iraqis has caused prices to surge by three to five times, while the arrival of Syrians has notably increased rental rates. This surge in demand has prompted investors to build additional housing to accommodate the growing need. The core reason behind this influence is political instability prompting forced migration, which has intensified the disparity between demand and the restricted supply of residential land. The unexpected

influx has left the market unprepared, allowing landowners to capitalize on the heightened demand by raising prices. The effects of these migrations are particularly pronounced in certain areas of Amman. For instance, West Amman, including neighborhoods like Al-Rabiah, Um Uthaina, Um Al-Summaq, Mecca Street, Khalda, Abdoun, and Dabouq, has seen significant impact from Iraqi migrants. In contrast, Syrians typically settle in the eastern and southern parts of the city, such as Jabal Al Hussein, where lower purchasing power aligns better with the available housing options and rental rates.

"The increase in demand for housing with a limited supply available results in rising prices. This is due to the fact that the influx was not previously anticipated or prepared for." R10

"The prices increased in 2004, tripled due to government decisions and citizens' greed, causing inflation in local prices." R13

"In general, areas like Al-Rabieh, Um Uthaina, Um Al-Summaq, Mecca Street, Khalda, Abdoun, and Dabouq are popular among Iraqis in Western Amman. For Syrians, they tend to prefer the eastern and southern parts of Amman due to the affordability of residential land prices and rental rates compared to areas in Western Amman, such as Tabarbour and Marka." R5

c) The width of the front road (M)

The width of the front road plays a significant role in determining the price and perceived value of residential land. An increase in road width generally results in higher land prices, though this effect is influenced by several factors. Specifically, if the structural density of a residential area is low, wider roads tend to enhance property values. However, in areas with high-density construction, the benefits of wider roads may be offset by increased noise, pollution, and traffic congestion, which can negatively impact property values. The optimal width for a front road is typically between 12 and 16 meters. Beyond this range, the positive effect on land prices diminishes, especially if the road is a main thoroughfare. Wider roads, if they are not main roads, are preferred, as they provide better privacy, improved accessibility, and enhanced service availability, all of which contribute to higher land prices.

"The relationship is positive when the percentage of buildings or construction density in a residential neighborhood is less than 25%, and it becomes inverse when it reaches 75%. The traffic density plays a role in this, as a wide street with high density becomes a source of noise and undesirable factors associated with population density." R11

"In the land department system, if the road width increases from 12 meters to 20 meters, it is considered a positive factor on the land price, ranging from 5-10%. The greater the width, the higher the price, up to 20 meters, as there is increased demand for properties with a broader and more desirable street frontage." R6

"A positive impact, but with a width not exceeding 16 meters, and on condition that it is not a main road, which could cause noise and have a negative environmental impact due to car emissions and gases emitted from them. Additionally, it might not be safe for children and the elderly, and cars parked along the main street could expose them to accidents." R15

d) Permissible Floor Area Ratio (FAR)

The permissible floor area ratio (FAR) significantly affects residential land prices, with a

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higher FAR generally leading to increased values. Interviewees agreed that expanding the allowable floor area enhances land value, particularly for investors looking to maximize the potential of residential properties. The positive relationship between FAR and land prices is attributed to several factors: achieving maximum use of the land (obtaining larger building areas), providing efficiency, promoting increased urban construction, and achieving privacy, which in turn heightens demand. Furthermore, the ideal floor area for residential properties is typically between 160 and 180 square meters, with a construction rate of 45% and up to four floors, reflecting the preferences of Jordanian families and maximizing land utilization.

"The usage category within residential areas, the optimal utilization of the land plot, and achieving privacy are accomplished by providing an appropriate setback." R9

"Residential building with a building ratio of 45% by 4 floors." R13

"As the floor area ratio increases, the price of the land rises, especially for buyers intending to construct housing units, leveraging the land to maximize their benefits." R10

B. Summary of Factors Affecting Land Prices in Amman City

Based on the analysis and interpretation of the results, governmental and institutional factors have the strongest influence on the prices of residential land, followed closely by social factors. Environmental factors also have a considerable influence, while economic factors are not perceived as highly influential by the experienced appraisers in our study. Figure 4 illustrates the rankings of social, environmental, economic, and governmental factors.

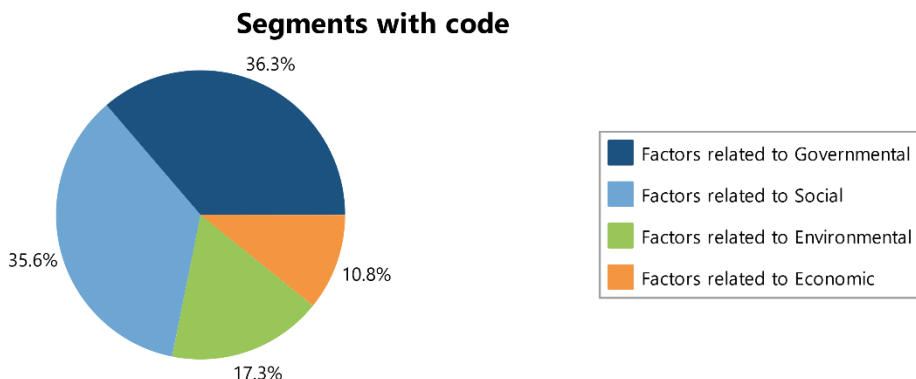


Figure 4: Ranking of the Research Categories

4. Conclusion

The primary aim of this research was to find the factors that increase residential land prices in Amman, the capital of Jordan. Through in-depth interviews with 16 experienced appraisers from both public and private sectors, the study revealed that the geographical location of a property significantly impacts its value, with factors such as land elevation, scenic views, expansive horizons, natural landscapes, privacy, air quality, scarcity, distance from noise sources, safety from natural disasters, and tranquility all contributing to higher land prices. In addition, the width of the front road, forced migration, and the availability of facilities are

crucial factors that drive up land prices. Proximity to main roads and overall accessibility also play a significant role. The findings indicate that governmental factors substantially influence residential land prices, followed by social, environmental, and economic factors.

The insights from this qualitative study offer a detailed view of how different factors influence land prices. This information is helpful for policymakers, real estate developers, and other stakeholders. Considering these factors in their decisions and planning can help guide Amman's real estate market towards fairer and more sustainable growth.

However, the study also suffers several limitations, including the generalizability of the findings, potential gaps in appraisers' awareness of economic factors, and constraints related to the study's duration. Future research should address these limitations by conducting longitudinal studies and comparative analyses across different regions, and exploring emerging technologies in real estate. Additionally, engaging a broader range of participants and assessing the impact of current policies can further enhance understanding and address issues related to housing affordability and market dynamics.

In light of these findings, it is recommended that efforts should be made to increase public awareness of land assessment factors, invest in infrastructure, foster collaboration among stakeholders, and implement policies to encourage affordable housing and market transparency. By adopting these recommendations and addressing the study's limitations, future research and policy development can contribute to a more informed and equitable approach to managing residential land prices in Amman.

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