

## **Analyzing The Appraisal Report**

This presentation will focus on the requirements for credible assignment results, both generally and specifically for hotels. Step 1 is defining the relevant physical characteristics of a subject property and confirming the underlying factual support. Step 2 is properly considering economic supply and demand. Step 3 is to determine how the relevant characteristics of the subject, market and marketability analysis will lead to a well-reasoned highest and best use analysis, including who are the important the market participants (consumer users and occupant users), and the most probable buyer classification. This step is integral to selecting recent arm's-length, unforced, sales of reasonably comparable properties (if any), comparable leases and/or potential earning capacity, and land comparables, replacement cost and depreciation. The approaches to value and reconciliation are the final steps. When comparable sets between opposing experts do not align, it is important to consider the methodology used by each expert in the comparable selection process. Highest and best use is often the inflection point of disagreement. Better understanding this process can help attorneys and appraisers systematically present evidence to the tier of fact.

### **Speakers**

#### **William Shepherd, J.D.**

Attorney Will Shepherd is the president of William D. Shepherd, P.A. where he practices property tax and real estate valuation litigation. Will has represented property appraisers in all aspects of property tax law for more than 30 years. He was general counsel for the Hillsborough County Property Appraiser for 26 years during which he represented the office in all matters including litigation over real estate and tangible personal property assessments and tax exemption and agricultural classification disputes at the administrative, circuit court and appellate court levels. He is a graduate of the University of South Florida and the University of Illinois Chicago (John Marshall) Law School. He is the recipient of the Florida Chapter IAAO 2018 Member of the Year and Lifetime Achievement awards and is a regular speaker on property tax and real estate valuations matters.

#### **William Miller**

Mr. Miller worked on and managed revaluations in Indianapolis, IN (250,000 parcels), Franklin Township, NJ (10,600 parcels) and Chippewa Falls, WI (350 commercial parcels) while at The J.M Cleminshaw Company. Bill was a Deputy Assessor in Indianapolis (1980-83) and joined ARC, a predecessor to IRR – Chicago, in 1984. A career focus has included modeling the income and valuation intricacies of real estate development, with an

emphasis on subdivisions, high-rise apartments, leased land, retail and office market absorption. Specialized property types include corporate headquarters, distribution/logistic facilities, big box retail, mall/anchors, freezer/cold storage/food processing, manufacturing, hospitals, schools and easements.

Assignments often entail in depth highest and best use analysis/market feasibility. Mr. Miller has worked in 29 states. Bill heads our litigation practice. Clients retain Bill when the stakes are high and detailed analysis matters. Litigation work includes contract disputes, economic impact analysis and assessment appeals; working with assessing authorities, interveners and property owners. Trial testimony includes civil and criminal in Illinois, Indiana and Wisconsin courts as well as U.S District Courts.

#### **D. Michael Daniel, Jr, MAI**

Mr. Daniel is a State Certified General Appraiser with Integra Realty Resources Orlando, a full-service regional valuation and consulting firm located in Orlando, Florida. Mr. Daniel has been actively engaged in real estate valuation and consulting assignments since 2003. Mr. Daniel has performed appraisals for buyers, sellers, developers, attorneys, financial institutions, and insurance companies. Historically working on a production level and management level for national and local firms alike.

Mr. Daniel has experience in appraising the following types of properties:

Strong focus on Investment Grade Office and Hospitality uses, but a vast amount of experience also in Vacant Land, General Office, Medical Office, Surgical Centers, Industrial, Multifamily, Nurseries, Free Standing Retail, Shopping Centers, Automobile Repair Facilities, Day Care Facilities, Adult Congregate Living Facilities, Easement Encumbered Land, Residential Subdivisions, Planned Developments, Condemnation Land, Environmentally Protected Land, Restaurants, Office Condominium, Mitigation Properties, Oil, Gas and Mineral Rights, Wetlands, Gas/Service Stations, School Facilities, Lease Hold Interest, Religious Facilities, Marinas, and Railroad Corridors, to name a few. The majority of these properties have been located throughout the southeast United States; however, Mr. Daniel has assisted in the valuation of properties within several states across the entire county.

Mr. Daniel also has experience in preparing market studies, feasibility analyses, and fiscal impact studies for a wide variety of property types.

- Integra Realty Resources – National Practice Leader, IRR Hotels
- Appraisal Institute – East Florida Chapter Treasurer
- Appraisal Institute – National Leadership Development Advisory Council – Florida Lead (2023-2024)