



CEU Packet

1021 - Conclusion or Illusion? Exposing Improper Highest and Best Use Conclusions

04 APPRAISING PROPERTY

Description:

In property tax litigation involving commercial property, highest and best use conclusions are often the hidden answer to the dispute. Exposing faulty highest and best use conclusions are therefore frequently the key to success in the courtroom. A highest and best use conclusion that is either too broad or too narrow will result in an improper value conclusion. This presentation will show the attendee how to bring faulty highest and best use conclusions to light.

Start Date: 9/1/2021 10:30:00 AM

End Date: 9/1/2021 11:30:00 AM

Learning Outcomes:

Attendees should walk away from this presentation being able to:

1. Look at highest and best use conclusion from a different perspective;
2. Ensure their highest and best use conclusions are appropriate; and
3. Expose faulty highest and best use conclusions in litigation appraisals.

Presenters:

William Shepherd Esq - Hillsborough County, FL

IAAO NATIONAL CONFERENCE PRESENTATION – TIMED OUTLINE

“CONCLUSION OR ILLUSION? – EXPOSING IMPROPER HIGHEST AND BEST USE CONCLUSIONS

**William D. Shepherd
General Counsel
Hillsborough County Property Appraiser**

Introduction	Overview of the Topic	2 minutes
Highest and Best Review	Review H&BU Basics	5 minutes
Marketability Analysis	Introduce Pre H&BU Analysis	10 minutes
Financial Feasibility and Maximum Productivity	Main Presentation	25 minutes
H&BU and Mass Appraisal Applicability to Mass Appr.		5 minutes
H&BU and the Courts	Legal decisions on the topic	10 minutes
Conclusion		3 minutes