

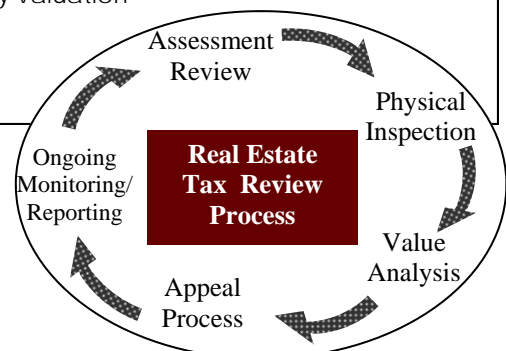
Real Estate Tax Services

Real Estate Tax bills continue to be an ever increasing burden on companies and property owners nationwide. Yet, there is perhaps no other tax that has a greater potential to be reduced or avoided when prudent tax management methodologies are employed. As pioneers in the minimization of real property tax, the Joseph C. Sansone Company (Sansone) can provide significant savings on your Real Estate Tax obligations. By authorizing a no-risk review of your real property tax status you initiate the potential to achieve the largest average property tax savings available. We are confident our thirty four years of experience in this arena will provide tangible savings to you in these times.



As a full service Property Tax firm, Sansone provides a full complement of services to address your real property tax needs. A typical review of your real property assets will include the following services:

- ◆ **Data Collection** on each property and the condition of the appropriate local, regional and national real estate markets
- ◆ **Site Inspection** (as required), to develop an understanding of property specific physical attributes and their relationship to the desires of the appropriate real estate markets. In addition, property specific obsolescence issues will be identified and quantified
- ◆ **Current Assessment Review**
 - ◆ Determine the accuracy of the assessor's records
 - ◆ Review of property's Approach to Value
 - ◆ Cost
 - ◆ Comparable sales (market)
 - ◆ Income
 - ◆ Consider property specific adjustments and their justification including regional, neighborhood and industry/geographic wide issues that impact property valuation
- ◆ **Appeal Preparation and Filing**
- ◆ **Appeals Management**



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Sample Client Listing

Boyd Industrial Plaza
Brown Shoe Company
Epoch Senior Living
Green Valley Mall
Harrah's Entertainment
Jones Lange Lasalle
Maritz Inc.
Sachs Properties
Sensient Dehydrated Flavors
Sterling Properties
Vacation Resorts International



Joseph C. Sansone Company—The Right Choice for your Real Estate Tax needs

- **Broad Property Expertise** — Whether your property is an office, warehouse, manufacturing, apartment complex, retail or multi functional space or whether you are an owner/occupant or involved in portfolio management, Sansone has demonstrated acumen in achieving tax savings. Our Real Estate tax professionals are experienced across many different and varied property types and well versed in those issues which will gather the largest tax savings for your specific property type
- **Appeal History** – Sansone is privy to a settlement data that is never published or otherwise made available through the thousands of cases it has resolved through successful settlements and litigation. This knowledge provides a tremendous advantage to our clients and creates the best opportunity to take advantage of all possible savings avenues
- **Performance Based Value**— Model of bearing full litigation risk on behalf of client: Sansone's model of service assumes all risk on behalf of the client in terms of legal fees, appraisals, etc.

Joseph C. Sansone for Real Estate Property Taxes

- ◆ **Four Decades of Property Tax Experience**
- ◆ **Largest Average Property Tax Reduction**
- ◆ **Represented over \$40B in properties and assets since 2000**
- ◆ **98% Tax Appeal Success Rate**
- ◆ **Superior Commitment to Customer Service**

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