



Real Estate Tax Services

Product Overview

The Joseph C. Sansone Company's Integrated Analysis Tools Portfolio Management System

- Property taxes are by nature a local tax. Properties are valued by local officials, according to local practice, and subject to local market conditions. At the same time, large, national, multiple-property owners need consistent service throughout their portfolio despite the local nature of property taxation. JCSCo has a large staff of property tax professionals located throughout the nation, allowing each to focus and specialize on more localities. To maximize our effectiveness, JCSCo has structured its service to combine locally focused expertise with nationwide consistency.
- We provide both of these benefits by connecting our regional offices through a Wide Area Network to an integrated databank system. This system tracks the details of each property review and allows us to prepare consistent, consolidated reports that summarize the results of our efforts.

Tax Value Analysis Tools

JCSCo's consultants have a variety of proprietary analytical tools available to them to assist in determining and negotiating the valuation of our clients' properties.

- **Visual Tools:** We have developed analytical programs that provide the assessing officials with visual aids in the form of charts and graphs, as well as a step-by-step substantiation of our conclusions. The visual aids have proven to be an impressive way of showing an assessor what we are doing, as opposed to simply handing them a document that contains our written assessment analysis.

Let the Joseph C. Sansone Company's high success rate increase your opportunity for savings.



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Each year, thousands of companies throughout the nation overpay their real estate and personal property taxes. Local governments are starved for cash and often turn to businesses to replenish their growing deficit. In recent years, we have seen a trend toward higher taxes and more aggressive tax collection methods, with no end in sight. With over 80,000 different taxing jurisdictions in the United States, what can you do to reduce this growing tax burden?

Let The Joseph C. Sansone Company Help

Reduce Your Property Tax Burden

Our property tax consultants offer you the benefit of their years of experience in the property tax field. They come to us with backgrounds such as corporate tax managers, state auditors, local appraisers or assessors, and accountants. During our thirty-two years in the property tax consulting industry, we have developed long-standing relationships with state and local taxing authorities. These relationships, when combined with our exhaustive analysis, allow us to **realize 80%** of the property tax reductions we achieve through informal negotiations with the assessor. This non-adversarial approach helps JCSCo's clients see larger value reductions with minimum negative publicity.



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Since 1971, the Joseph C. Sansone Company has worked for thousands of companies. This experience makes us familiar with a broad range of valuation issues in all types of commercial and industrial properties. Our consultants stay abreast of the most current case rulings and can help you respond to the frequent changes in tax policy that affect your business.

When appropriate, we will physically inspect your property from ceiling to foundation. This inspection is crucial not only to the valuation process, but also as a tool to verify the records on file at the assessor's office. JCSCo maintains an extensive database of information on properties throughout the United States; and we utilize this information, along with the details gathered during our physical inspection, to arrive at our analysis of both market value and a comparative assessment of your property.

Combining this objective data with our knowledge and experience in the assessment appeal process, our team of technical experts is able to achieve a fair and appropriate assessment, thereby ensuring that your tax liabilities are as low as possible.

At JCSCo, we work with our clients as partners. We respect the level of involvement you wish to maintain. We will tailor our arrangement to satisfy your needs for information and control of the process.