

CASE STUDY

Industrial REIT

DESCRIPTION

A leading industrial REIT specializing in high-quality distribution assets

NUMBER OF PROPERTIES

400+

LOCATIONS

16 states across the U.S.

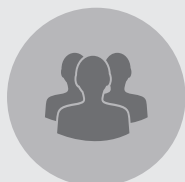
Services Provided by Paradigm

- Real Property Tax Consulting
- Budgeting
- Pre-Acquisition Tax Estimates



Issues Faced by Client

- The client struggled to maintain control and consistency with such a large network of asset managers utilizing individual service providers across the nation.
- The decentralized service providers resulted in a major lack of communication throughout the company, as well as no continuity in reporting, fee structure, or ancillary services.
- The extensive annual budget process was also a major pain point for the client.
- Many markets were not achieving the best possible appeal results.



Paradigm Approach

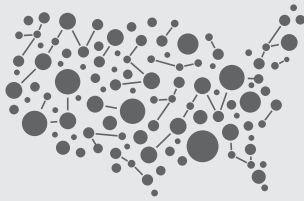
- Paradigm's Client Service Leader program designated a single point of contact for the client who is responsible for managing processes nationwide, providing consistent communication, and presenting quarterly reporting of the entire engagement.
- As a centralized provider, Paradigm was able to streamline the annual budget process for the portfolio and provide standardized reporting for every asset manager.
- Paradigm's national network of consultants ensured all markets receive the highest quality representation and results.



Results | History of Engagement

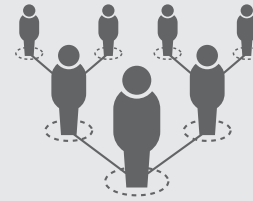
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Total Reviews Completed	458	473	518	509	478	478	416	416
Total Appeals Filed	275	307	279	267	229	159	131	139
Finalized Appeals	275	307	279	264	217	140	115	62
Open Appeals	0	0	0	3	12	19	16	77
Total Value Reduction	\$238 M	\$246 M	\$141 M	\$133 M	\$135 M	\$100 M	\$147 M	\$94 M
Total Tax Savings	\$4.5 M	\$4.5 M	\$2.9 M	\$3.1 M	\$3.2 M	\$2.6 M	\$3.2 M	\$2.0 M
History of Tax Savings: \$26 M								

Paradigm Tax Group prides itself on four key differentiators that position us as the trusted nationwide advisory resource for all things property tax related.



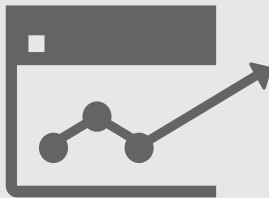
NATIONAL COVERAGE

Paradigm's network of property tax-dedicated offices serving all 50 states provides clients with the most in-depth local coverage of any consulting firm in the nation. Paradigm provides unmatched legislative knowledge, unparalleled familiarity with market values and conditions, and outstanding assessor relationships at the local level.



CLIENT-CENTRIC APPROACH

Paradigm's culture is specifically structured around the needs of large national portfolio owners. A dedicated Client Service Leader will manage the Account Team to deliver the necessary centralized element of support in the engagement and ensure that communication, reporting, and delivery of services are being realized proactively along the way.



STANDARDIZED DELIVERABLES

Our client-centric culture provides standardized processes, customized deliverables, tools and technology to drive national consistency and accountability and ensure Paradigm is providing best-in-class service. We fully comprehend the importance of delivering a seamless and efficient property tax management solution.



INNOVATIVE TECHNOLOGY

Paradigm has developed a technology platform specifically to manage appeal activities start-to-finish. Our program captures all portfolio data centrally and provides clients with 24/7 secure internet access to property information, updated in real time. Appeal-related documentation, from government notices to value-analyses, is tagged and stored with the associated property.

Paradigm by the Numbers

Paradigm's innovative technology platform combined with our commitment to superior client service and local expertise has propelled us to become the most results-oriented property tax consulting firm in the nation.



Total property market value
under representation

\$400B

50

States served through
our network of local offices



Average years of
consultant experience

17