

CASE STUDY

REIT

DESCRIPTION

One of the nation's largest real estate companies. Specializes primarily in office properties.

NUMBER OF PROPERTIES

240

LOCATIONS

15 states across the U.S.

Services Provided by Paradigm

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



Issues Faced by Client

- The major issue facing the client was a lack of communication and reporting from their incumbent providers.
- To maintain control of their large national portfolio, the client wanted one centralized contact for its corporate office and local contacts for local offices to provide consistent and in-depth communication throughout the engagement.



Paradigm Approach

- Our technology platform, Ascend, gives the client access to appeal status, savings results, and other property information, allowing them to stay up-to-date on their entire portfolio.
- Paradigm’s local consultants prepare budgets, appeal positions, and due diligence reports and hold meetings at local client offices to discuss the information further.
- The Client Service Leader is the centralized contact for the corporate office and hosts weekly conference calls with the client’s senior management team to provide overall engagement updates.
- Quarterly Business Reviews are held at local offices and the corporate office to discuss what has been accomplished year-to-date, look at upcoming appeals, and plan for the future.

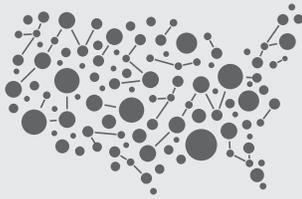


Results | History of Engagement

- Paradigm has consistently reduced the client's tax liability no matter the economic climate by achieving both future tax reductions and refunds for overpayment of previous year taxes. The number of properties under engagement per year fluctuates based on acquisitions and dispositions made by the client.

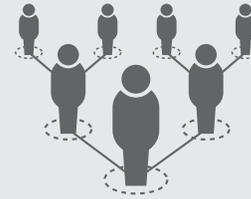
Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
\$836 K	\$969 K	\$1.5 M	\$2.6 M	\$3.1 M	\$2.9 M
Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
\$2.2 M	\$2.4 M	\$2.9 M	\$3.4 M	\$4.0 M	\$3.8 M
History of Tax Savings: \$30.6 M					

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



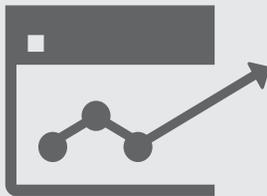
NATIONAL COVERAGE

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