

TEXAS  
**Industrial**

**CLIENT: MAJOR US DISTRIBUTION AND LOGISTICS COMPANY**

**CHALLENGE**

Given the strong industrial market in Harris County, sales are not helpful in our approach to lowering values. However, Texas allows for uniform and equal appraisal as an approach to valuation.

Harris County has been very aggressive with their distribution values at noticed, through the ARB and in litigation negotiations. Subsequently, as advocates for our clients, we must match their aggressiveness head on.



**APPROACH**

We utilized proprietary strategies when developing our income models to be extremely aggressive with sound arguments based on market facts and trends. We also took an extremely aggressive stance when comparing our properties to surrounding like properties, which gives us the negotiation stance needed in litigation.



**RESULTS**

Our aggressiveness and the capability to evolve as the county changes the rules of the game, our **YoY increases on our warehouse properties is below 5%** on average. We have also achieved a total tax savings of approximately **\$475,000** on two properties.

YoY Increases on Warehouse Properties	Total Tax Savings
<b>5% on average</b>	<b>\$475,000</b>

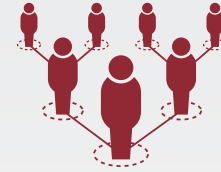
## Paradigm Differentiators

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

<b>27</b>	<b>50</b>	<b>17</b>	<b>79K</b>	<b>\$176M</b>
Years Providing National Property Tax Management Solutions	States Served through Our Network of Local Offices	Average Years of Consultant Experience	Active Parcels	Average Annual Property Tax Savings