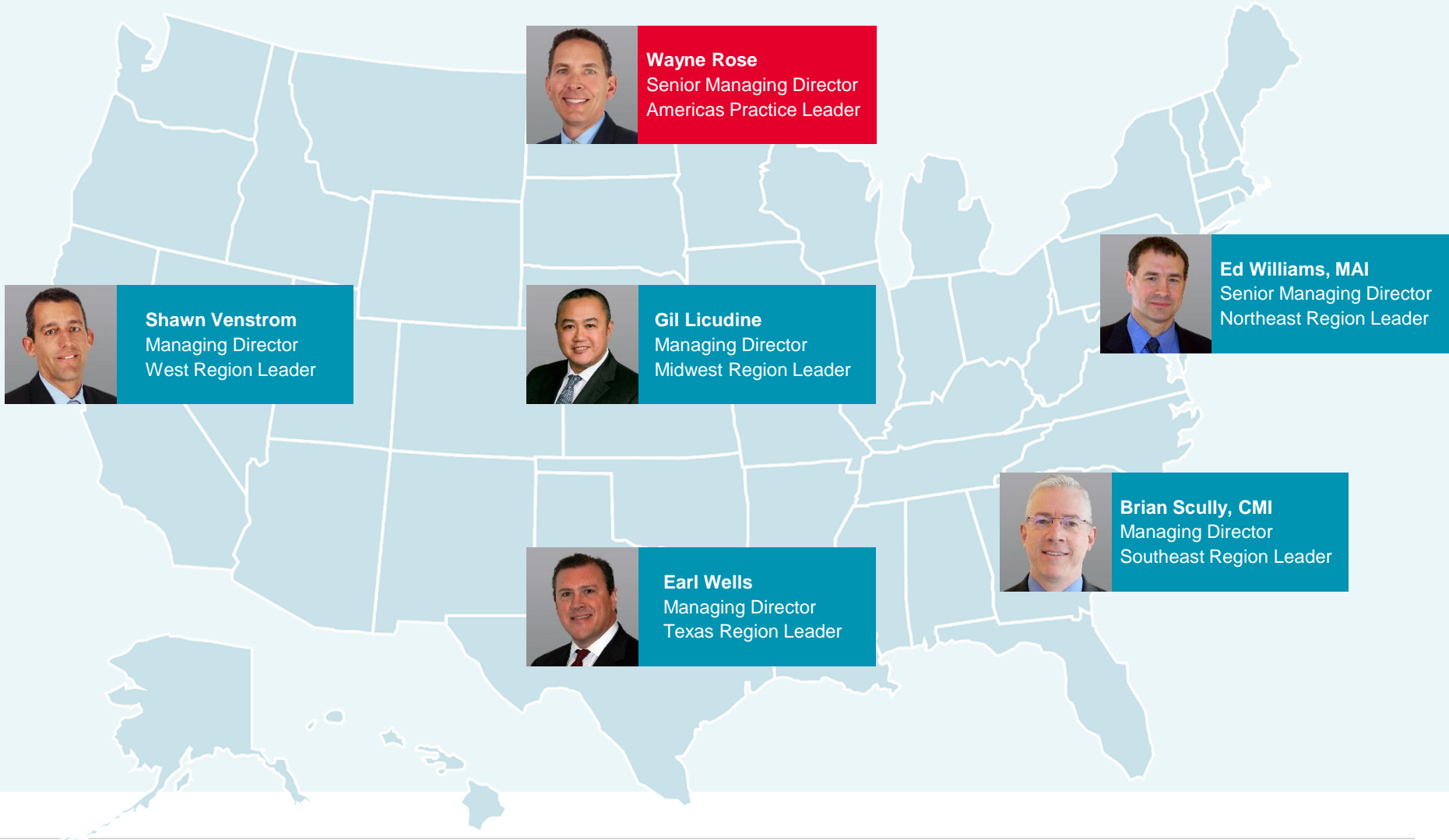




A Presentation of  
**Property Tax Services Capabilities**

# Property Tax Leadership Team



**Wayne Rose**  
Senior Managing Director  
Americas Practice Leader



**Ed Williams, MAI**  
Senior Managing Director  
Northeast Region Leader



**Gil Licudine**  
Managing Director  
Midwest Region Leader



**Shawn Venstrom**  
Managing Director  
West Region Leader



**Brian Scully, CMI**  
Managing Director  
Southeast Region Leader



**Earl Wells**  
Managing Director  
Texas Region Leader

A woman in a grey blazer is pointing her right hand towards a world map. The map is overlaid with several glowing circular nodes and dotted lines connecting them, representing a global network. The background is a dark grey gradient.

A global real estate valuation and property tax practice with operations in North & South America, Europe and Asia.

Our group offers clients property-specific capabilities unique to the industry, enabling us to counsel our clients with real estate driven tax advice.

# Key Facts

- Property tax consultants in all major markets
- 60+ offices in North America
- A global presence in Europe, South America and Asia
- Valuation experts in all asset classes of real estate
- Real estate and personal property valuation expertise
- State of the art software used for property tax management
- Local, regional and national research departments that provide valuable data to assist with property tax valuation

**AMERICAS**  
**UNITED STATES**

**ALABAMA**  
Birmingham

**ARIZONA**  
Phoenix

**CALIFORNIA**  
Carlsbad  
Inland Empire  
Los Angeles  
Orange County  
Sacramento  
San Diego  
San Francisco  
Silicon Valley  
Walnut Creek

**COLORADO**  
Denver

**CONNECTICUT**  
Hartford  
Stamford

**DISTRICT OF COLUMBIA**  
Washington, D.C.

**FLORIDA**  
Ft. Lauderdale  
Jacksonville  
Orlando  
Stuart  
Tampa

**GEORGIA**  
Atlanta

**HAWAII**  
Honolulu

**ILLINOIS**  
Chicago  
Rosemont

**INDIANA**  
Indianapolis

**KENTUCKY**  
Louisville

**MARYLAND**  
Baltimore

**MASSACHUSETTS**  
Boston

**MICHIGAN**  
Detroit  
Lansing

**MINNESOTA**  
Minneapolis

**MISSOURI**  
Kansas City  
St. Louis

**NEVADA**  
Las Vegas

**NEW JERSEY**  
East Rutherford

**NEW YORK**  
Buffalo  
Ithaca  
New York City  
Syracuse

**NORTH CAROLINA**  
Charlotte  
Raleigh

**OHIO**  
Cleveland  
Columbus

**OREGON**  
Portland

**PENNSYLVANIA**  
Philadelphia  
Pittsburgh

**SOUTH CAROLINA**  
Greenville

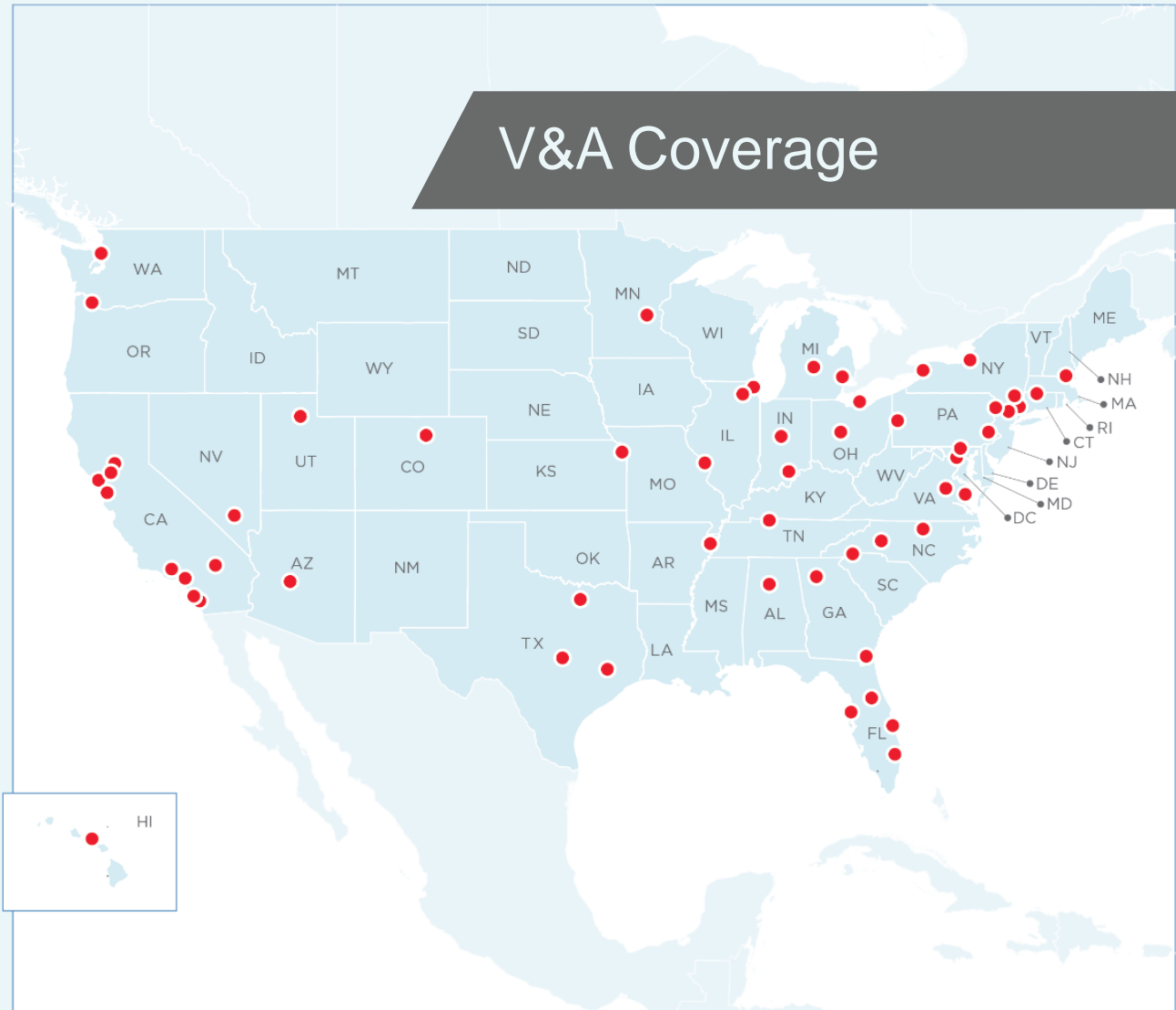
**TENNESSEE**  
Memphis  
Nashville

**TEXAS**  
Austin  
Dallas  
Houston

**UTAH**  
Park City

**VIRGINIA**  
Richmond  
Williamsburg

**WASHINGTON**  
Seattle



**56**

Offices Nationwide

● Cushman & Wakefield V&A Offices



# Valuation & Advisory

## Core Services

- Appraisal Management
- Diligence & Advisory
- Dispute Analysis & Litigation Support
- Financial Reporting
- **Property Tax Services**
- Valuation/Portfolio Valuation



# Property Tax Services

## Service Offerings

### Assessment Appeals

- Proactively manage all appeal opportunities through annual Review and Recommend Report
- Prepare, file and negotiate assessment appeals
- Provide expert valuation representation when negotiating with assessing authorities and appearing before tribunals or courts

### Due Diligence Tax Estimate

- Forecast change in assessment likely to occur based upon potential acquisition, new construction or other physical or economic change
- Calculate and project corresponding tax liability as a result of those changes

### Business Personal Property Tax

- Analyze fixed asset listing for tax savings
- Determine taxability of assets and appropriate depreciation schedules
- Prepare and submit personal property tax returns
- Prepare, file and negotiate appeals

### Annual Real Property Budget

- Project annual assessments to calculate the corresponding tax liability
- Illustrate payments on both an accrual and cash basis based on jurisdictionally specific payment deadlines

### Real Property Tax Review

- Review real property locations for potential exemptions, credits and incentives
- Review for obsolescence and other tax saving opportunities

### Litigation Management

- Prepare cost/benefit analysis related to pursuit of litigation
- Oversee litigation process, including participation in negotiations
- Provide context and understanding to real estate and financial components
- Work with client and counsel in the decision-making process

# Property Tax Outsourcing

**PTAX** SOLUTION™

## Tax Bill and Assessment Administration

- Every aspect of property tax administration and management can be handled
- Our team of tax professionals will:
  - Receive all property tax documents directly from jurisdictions
  - Input data in tax tracking software, PTaxSolution™
  - Ensure all tax bills received timely to avoid late payments/penalties
  - Review tax bills and send payment authorization
  - Correct errors on tax bills
  - Track and monitor appeal status
  - Monitor refund process upon appeal completion

## PTaxSolution™ Software

- Web-based access to property tax management software
- Repository for all tax documents with sort and search capabilities
- View and send function for parcel maps, site maps, aerial maps, etc.
- Real-time email notification alerts (tax bill payments, appeal deadlines, etc.)
  - Appeal filing deadlines
  - Payment deadlines
  - Appeal status
- Customizable and exportable reports
- Ability to view each property in the aggregate or by individual parcel
- Ability to view groups of properties by region, asset manager, etc.



# Property Tax Services

## Appeal Deadlines

STATE	ASSESSMENT DATE	APPEAL DEADLINES
Arizona	January 1	60 days after the valuation notice mailing date. Notices typically out January–February.
California	January 1	September 15 (November 30 if assessee does not receive tax bill by August 1).
Colorado	January 1	May 27 or by June 1 if made in person.
District of Columbia	January 1	April 1st
Florida	January 1	25 days after the mailing of the notice of assessment. Typically deadlines fall in September
Georgia	January 1	30-45 days after the notice is mailed. Typically in the June to August timeframe.
Illinois	January 1	30 days after notices are issued. Timing can vary between March to November.
Hawaii	October 1; January 1	January 15th and April 9th preceding the tax year.
Maryland	January 1	February, in cycle appeals due 45 days from the receipt of the assessment notice.
Massachusetts	January 1	February 1st

STATE	ASSESSMENT DATE	APPEAL DEADLINES
Minnesota	January 2	Petitions must be filed with the local board of appeal and equalization during the board's annual April and May meetings.
New Jersey	October 1	April 1st
New York	March 1	March 1st (New York City)
North Carolina	January 1	30 days from the date of notice. Timing varies by taxing jurisdiction.
Oregon	January 1	December 31st
Pennsylvania	Varies by locality	Appeal deadlines vary by locality.
Tennessee	January 1	To protest an assessment, taxpayers must appear before the county board of equalization during its meeting, which begins June 1. Appeals to the state board of equalization must be filed the later of August 1 or 45 days after notice of the local board's decision was mailed.
Texas	January 1	May 31st
Virginia	January 1	Appeal dates vary by locality; appeal date must be a minimum of 30 days from the final date for the assessing officer to hear objections.
Washington	January 1	July 1st or 30-60 days after notice depending on locality

# Property Tax Services

Delivery

Initial Review and  
Data Collection

Informal/Formal  
Appeals

Communicate  
Results/Evaluate  
Options

Property Tax Payment  
Reviews/Approvals

Annual Planning  
Meeting

Communication

**citibank**

# Our Competitive Advantage

## Professionals

- teams that include valuation experts to produce the most credible property tax assessment analysis
- specialty practice group members who are experts in their respective industries

## Data

- property tax software that details a real time status of client properties and values
- dedicated research staff which surveys the real estate market and compiles quarterly market updates, trend analysis and transaction details

## Relationships

- seasoned professionals who have long standing rapport with local assessment jurisdictions
- global reach, resources and research that give us deep understanding of real estate markets throughout the world, with unsurpassed insights and experience to local market conditions





# Our Experience

In 2015\* Cushman & Wakefield either appraised, appealed or closed transactions of over 33,675 properties valued at \$870 billion in the United States. Of those:

- Office – 7,380+
- Multifamily – 4,300+
- Retail – 12,160+
- Industrial – 6,980+

\*Properties appraised and value of properties appraised reflect combined legacy firms' totals in 2015

# Office

7,380+ properties valued at over \$387.4 billion USD in 2015\*

The Office Practice Group draws from our proprietary in-house resources including a comprehensive database, dedicated research team and access to the top office leasing and investment sale brokers in the world. Combined, group members complete in excess of 4,000 office valuation assignments per year. Assignments include business parks, office condominiums, office/creative lofts, government office buildings, corporate headquarters campuses, downtown CBD towers, suburban office buildings, office/ R&D buildings and office/showroom buildings nationwide.

\*Properties appraised and value of properties appraised reflect combined legacy firms' totals in 2015

# Corporate Campus

Charlotte, North Carolina

**Property Tax Refunds (2011-13):** \$2,850,000  
**Annual Tax Savings (2014-15):** \$900,000+  
**Tax Savings (8-year cycle):** \$7,000,000+

Constructed in 2000 and totaling over 900,000 square feet, the corporate headquarters was a built-to-suit for the owner-occupant. The campus had many amenities that made it one of the highest quality suburban office campuses in the Charlotte market – an opinion also shared by the county tax assessors. Utilizing our deep understanding of both the Charlotte market, and the nuances of corporate campus valuation, we were able to establish a legitimate basis for a substantial tax reduction.

# Office Complex

Suburban Chicago, Illinois



Initial Market Value:	\$86,963,220
Final Market Value:	\$58,213,280
Tax Savings:	\$1,901,216

The subject property was recently acquired for an aggregate purchase price of \$93,100,000 and its proposed assessment increased accordingly. We argued that the purchase price did not accurately represent the true fair market value of the subject property due to declining rents, rent concessions granted and the cap rates at which other properties were trading. Our valuation expertise and advocacy skills provided for a reduction without the need for a third-party appraisal or the engagement of an attorney.

# Office Portfolio

## CBD Chicago, Illinois

<b>Initial Market Value:</b>	<b>\$271,811,968</b>
<b>Final Market Value:</b>	<b>\$167,616,276</b>
<b>Tax Savings:</b>	<b>\$4,833,076</b>

During the Cook County triennial reassessment, the subject properties' assessed values increased a combined 57 percent from the prior year. In addition, the properties had been recently acquired for an aggregate purchase price of \$285,750,000. We argued that the sales prices did not accurately represent the true fee-simple value and secured a reduction of \$104,195,692 in assessed market value.



# Multifamily

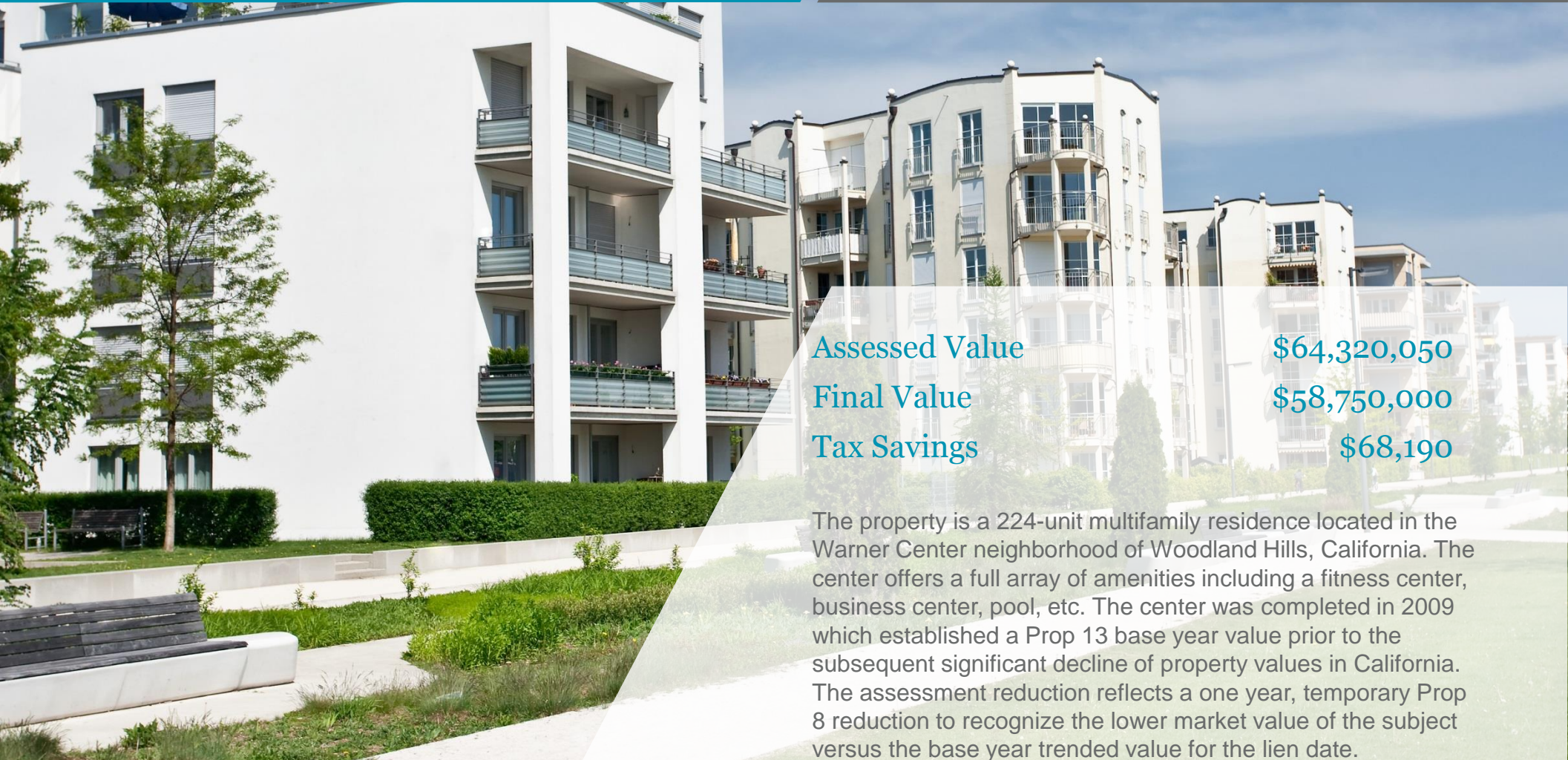
4,300+ properties valued at over \$127.2 billion USD in 2015\*

The Multifamily Practice Group has a broad base of experienced professionals who are well versed in all forms of multifamily assets ranging from suburban, garden-style properties to urban high-rise complexes. The group benefits from a strong relationship with Cushman & Wakefield's Apartment Brokerage Services. The evaluation of economic and real estate cycles and identification of trends impacting multifamily assets are critical to the decision making process of investors. Through this internal relationship with multifamily asset sales teams, and by incorporating proprietary research services, our team provides the best market data available with strategic insights into current and emerging trends for local and national markets.

\*Properties appraised and value of properties appraised reflect combined legacy firms' totals in 2015

# Class A Multifamily

Woodland Hills, California



Assessed Value	\$64,320,050
Final Value	\$58,750,000
Tax Savings	\$68,190

The property is a 224-unit multifamily residence located in the Warner Center neighborhood of Woodland Hills, California. The center offers a full array of amenities including a fitness center, business center, pool, etc. The center was completed in 2009 which established a Prop 13 base year value prior to the subsequent significant decline of property values in California. The assessment reduction reflects a one year, temporary Prop 8 reduction to recognize the lower market value of the subject versus the base year trended value for the lien date.

# Class B Multifamily

Los Angeles, California



Assessed Value	\$56,934,936
Final Value	\$49,930,000
Tax Savings	\$85,757

A 302-unit multifamily residence located north of downtown Los Angeles, California, the center was acquired in 2007 during the time of rapidly escalating real estate values in California. The high Prop 13 base year assessment compares unfavorably to the current market value of the subject which is restricted from realizing the full impact of increasing market rents due to rent control. The assessment reduction reflects a temporary, one year Prop 8 reduction to recognize the lower market value of the subject versus the base year trended value for the lien date.

# Retail

12,160+ properties valued at over \$346.6 billion USD in 2015\*

The Retail Practice Group has resources across the globe to meet your valuation and advisory related needs. Group members have extensive valuation experience and are dedicated retail experts in their market areas. This depth of talent enables us to offer clients value-added advice involving their retail investment decisions. Moreover, we have the ability to draw upon the diverse disciplines available from other Cushman & Wakefield core businesses, including Capital Markets, Consulting, Corporate Occupier & Investor Services and Leasing.

\*Properties appraised and value of properties appraised reflect combined legacy firms' totals in 2015

# Regional Mall

Santa Clara, California

**Assessed Value:**

**\$611,000,000**

**Tax Savings:**

**\$393,000**

Currently working proactively with the county's assessor's office to ensure a timely and fair enrollment of the \$1.1 Billion redevelopment and expansion project.

In 2009, the assessor decided to issue a \$3,100,000 supplemental assessment dating back to the 2002 Proposition 13 base year value. Cushman & Wakefield appealed the value as it was our opinion the assessment was illegal under Prop 13. After multiple meetings, we were able to support our position and the assessor removed the assessment in 2011 resulting in \$393,000 in refunds including interest.

We have worked proactively with the assessor's office throughout the years to mitigate large increases due to personal property audits (every 4 years), the redevelopment of the food court and the various remodeling/redistricting projects.

# Department Store

Cincinnati, Ohio

Assessed Value:	\$8,970,110
Reduction:	\$3,644,560
Annual Tax Savings:	\$100,000

Ownership redeveloped a two story anchor box to include national furniture store, restaurant and entertainment use. Total renovation expenditure exceeded \$7,000,000. Post renovation, assessment value was raised from \$7,445,000 to \$8,970,110, generating an annual tax bill of approximately \$190,000. Cushman & Wakefield was engaged to evaluate the assessment value. We were able to reduce the assessment from \$8,970,110 to \$3,644,560, resulting in annual property tax savings of nearly \$100,000.

# Super Regional Mall

Texas

Year	Consultant	Assessment	Taxes
2011	Previous firm	\$280,471,413	\$7,603,908
2012	Previous firm	\$289,819,740	\$7,914,279
2013	Previous firm	\$296,730,740	\$8,109,310
2014	Cushman & Wakefield	\$237,500,000	\$6,514,530

Texas “Class A” mall, represented previously by national property tax firms who considered the mall to be appropriately assessed at +/- \$290 million.

Utilizing our unique understanding and proprietary evidence, Cushman & Wakefield was able to reduce the assessment substantially, saving ownership \$1.6 million in annual property tax.

# Power Center

Wisconsin



<b>Initial Value:</b>	<b>\$29,762,300</b>
<b>Final Value:</b>	<b>\$20,892,000</b>
<b>Estimated Tax Savings:</b>	<b>\$214,840</b>

A power center in a desirable area of Wisconsin was purchased for \$32,000,100 and its proposed assessment increased accordingly. We were able to convince the assessor that the purchase price did not accurately represent true fair market value for a number of reasons. Our valuation expertise, understanding of the local market, and relationship with the assessor helped us maximize our client's tax savings in the face of a much higher purchase price.



# Industrial

6,980+ properties valued at over **\$84.5** billion USD in 2015\*

Valuation & Advisory's Industrial Practice Group is distinguished by experience, local market insight, global coverage and responsive service. Our appraisal professionals have extensive industrial property experience and are strategically located in major markets across the globe. Our team can offer more services to clients because of the ability to draw upon the diverse disciplines available from other Cushman & Wakefield core services.

\*Properties appraised and value of properties appraised reflect combined legacy firms' totals in 2015

# Portfolio of Industrial Warehouses

Houston, Texas

<b>Initial Assessed Value:</b>	<b>\$77,290,720</b>
<b>Final Value:</b>	<b>\$64,212,099</b>
<b>Tax Savings:</b>	<b>\$346,615</b>

A portfolio of industrial warehouses in Houston, Texas was initially appraised at 24 percent higher than the previous tax year in a strong real estate market. Appeals were filed and after modest reductions in the Review Board Hearings, the portfolio was litigated in District Court in Harris County. Through the mediation process, the portfolio was reduced and the taxpayer realized an increase of 3.2 percent from the previous year's final value that translated into a tax savings of \$346,615.

# Industrial Warehouse Complex

San Diego, California

Original Assessed Value:	\$104,983,669
Final Assessed Value:	\$58,190,000
Tax Savings:	\$563,699

Located near the Otay Mesa Border Crossing, which is the second busiest border crossing between the U.S. and Mexico, these ten warehouses were constructed between 2006-2009 and were in average condition with 100 percent occupancy. The assessment reduction reflects a one year, temporary Prop 8 reduction to recognize the lower market value of the subject versus the base year trended value for the lien date.

# Clean Environment for Food Manufacturer

## Texas Facilities

<b>Initial Assessed Value:</b>	<b>\$16,500,000</b>
<b>Final Value:</b>	<b>\$12,200,000</b>
<b>Tax Savings:</b>	<b>\$107,500</b>

During a property inspection of a client's manufacturing site, our professionals were able to identify opportunities for lowering assessed value of the company's processing machinery and equipment. Assets were segregated into long or short life categories and additional obsolescence was quantified after reviewing the actual production rates of the plant compared to rated capacity. The analysis was presented to the assessor and a value reduction was achieved in an informal hearing.



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