

Save \$1,000's of Dollars in Property Taxes

How would you like to lower your property taxes? Imagine! Saving \$1,000's of dollars in property taxes during the next two years. How? By taking the time to protest your new valuation by the Eagle County Assessor.

New Assessed Valuations are being assigned to every property in Eagle County on May 1, 2019. If your property value increases more than the change in the mill levy, **your taxes will increase!** And, this valuation will apply to taxes during the next two years, so **an error in your valuation could cost you \$1,000's of Dollars.**

The Good News! You can influence the outcome. **You have the power to appeal your county valuation and Reduce Your Taxes!** But, you must act quickly!

The deadline to file an appeal of the 2019 valuations year is June 1, 2019!

How Much Can You Save?

Keep in mind that the 2019 Assessed Valuations are utilized for calculation of your 2019 and 2020 Property Tax obligations. Any reduction in value achieved now will apply to your property taxes for two years. Therefore, the calculation of total tax savings should be considered over a two-year period.

Our clients over the past ten years have achieved an average tax savings of **more than \$3,800!** You owe it to yourself to take the time and effort to determine if your property is being valued fairly by the County Assessor. After all, **It's Your Money at stake!**

The National Taxpayers Union documents that as many as 60% of all properties in America are over-valued by their local assessor. Yet, less than 1% of property owners appeal their taxes. The process of reducing your property taxes can be frustrating and confusing.

Property taxes typically represent the largest non-mortgage expense associated with property ownership. Yet, most people do not appeal their tax assessment because they do not know how. They have no idea how to determine if they are being overcharged, so taxes remain unchallenged. Our goal is to demystify the process, make it easier to understand, and put you in control of your property taxes.

Prior Tax Appeal Results

Our program has grown considerably over the years, handling thousands of appeals ranging from vacant lots to condominiums large resort homes and commercial property. We are by far the largest provider of tax appeal services in Eagle County, and we have always been successful in helping our clients determine the reasonableness of their valuations and the feasibility of pursuing an appeal. And, when an appeal is justified, our program has provided overwhelmingly positive results. Following are our outstanding results from appeals filed in prior years:

Tax Year	2017	2015	2013	2011	2009	2007	2005
% Appeals Value Reductions Achieved	87.5%	93%	85%	89%	94%	93%	88%
Avg. Value Reduction \$'s	\$240,292	\$355,821	\$353,006	\$193,626	\$311,855	\$366,657	\$377,663
Avg. Value Reduction %	11.2%	13.3%	11.8%	12.0%	13.4%	13.4%	13.9%
Avg. 2-Year Tax Savings	\$3,410	\$3,880	\$4,931	\$2,415	\$3,870	\$3,820	\$4,332

Our results over the past 17 years reflect steady success with thousands of successful appeals. With the market decline in recent years, we had many advance orders where owners felt there was no need to pursue an appeal, but we were still able

to mount successful appeals in many situations. Many owners took advantage of our Advance Order option to save 30% of the cost of the initial Feasibility Tax Report and they were pleasantly surprised by the results. In the past 4 years, about 55% of our total orders were feasible to pursue, and 90% of them achieved a refund that resulted in an average tax savings of over \$3,600. The discounted pricing with the Advance Order makes this a very affordable piece of insurance. Do not hesitate and order now!

Rather than an individualized assessment, the Assessor's office is obligated to utilize mass appraisal methodology to generate values on over 50,000 properties. Mass appraisal generally provides reasonably reliable values on a significant percentage of properties. But, there are always some properties that are valued too high or too low. The more diverse the market data, the less reliable the mass appraisal analysis. The Eagle County resort area offers great diversity in property characteristics, land values, and changing values. As a result, there are many properties that are over-valued every year.

As you can see, there is a lot of money at stake. Of the thousands of appeals our office has handled in the past 14 years, over 90% achieved reductions in value, with the average 2-year tax savings of \$3,808. Doesn't it make sense to order our preliminary Feasibility Tax Report to determine if your property is over-valued?

Our Experience

Pack Appraisal Company and Eagle County Tax Appeal have been helping homeowners with their Eagle County tax appeals for more than 15 years. We understand how the system works. We have experience handling a wide variety of appeals, saving our clients thousands of dollars. You can feel confident that we will provide your Tax Appeal Services promptly, professionally, and cost effectively.

Most importantly, **we are valuation experts in Eagle County.** Our office typically performs hundreds of valuations a year in Eagle County. Our success in the tax appeal arena is influenced by our market knowledge, lengthy experience performing tax appeals, and development and maintenance of up-to-date computer databases and reporting software. This software allows us to maintain qualified data on all comparable sales for use with a variety of specialized report methodologies that provide convincing protest reports in an efficient manner. Eagle County Tax Appeal is committed to providing the best tax appeal services to help those that are burdened with unfair property tax valuations.

Don't make the mistake of hiring a consultant who lacks a successful track record. Not all tax agents are created equal. To achieve success, it is important to utilize accepted appraisal methodologies to provide convincing support for a reduction of value to the Assessor's office and all hearing officers. Our custom database and analytics software provide us a distinct advantage over other tax agents. Our expertise and experience deliver results!

Step 1: ORDER A FEASIBILITY TAX REPORT! We understand that this can all be a bit confusing. If you have any doubts about the accuracy of the value assigned to your property by the County Assessor, order a **Feasibility Tax Report**. The expert staff at Eagle County Tax Appeal will prepare a market analysis as a basis for determining the reasonableness of the "Current Year Actual Value" assigned by the Eagle County Assessor's office. This information will help you determine the feasibility of an appeal. This report will provide you with a range of value for your property as of June 30, 2018. This is the date of value utilized for the new assessed valuations.

We offer this service at a fixed fee as low as \$145, (even lower with an Early Order Discount!) allowing you to affordably determine if your property is overvalued and if it may be feasible to pursue an appeal. If we can support a reduction in value, we will file a **Tax Protest Report** with the Assessor and take the appeal to a reasonable conclusion. Our compensation for preparation and submittal of the Tax Protest Report and handling the appeal to completion, including up to two hearings, will be a **38% Contingent Fee** of any tax savings generated.

For an affordable cost, an experienced tax agent will prepare a market analysis to help determine if the County Assessor has overvalued your property. **This is a small price to pay for the opportunity to gain the peace of mind that you are not being over-taxed, and the potential to save \$1,000s of dollars in taxes.**

Please note that our appeals are not formal appraisals, since we offer our clients the capability to pay for our services with a contingent fee of the tax savings achieved in a successful appeal. While contingent fee payments are not allowed in the appraisal profession, the state of Colorado allows tax agents to utilize them in property tax appeals, as taxpayers often

prefer this type of payment option. This payment plan lowers the costs to property owners for an unsuccessful appeal and incentivizes the tax agent to achieve the best result possible. Our reports contain the same analysis and support for our value conclusions that is included in typical appraisal reports. Although they are legally and technically different, we have found that it makes little difference if the report we prepare is an appraisal report or a Tax Protest Report.

Step 2: Tax Protest Report & Submittal to Assessor

The Feasibility Tax Report will give you the information you need to determine if your property is over-valued and our opinion if an appeal is feasible. If we can support a reduction in value, we will file a **Tax Protest Report** with the Assessor and take the appeal to a reasonable conclusion. The **Tax Protest Report** will include a market analysis utilizing the Sales Comparison Approach with our proprietary customized tax appeal software, along with supporting maps, MLS information, photos, land sales, time trending analysis, etc. This report will be submitted to the Eagle County Assessor's office by June 1, 2019. Many times, a successful reduction in value is achieved at this first stage of the appeals process. Other times, it is necessary to appeal at a County Board of Equalization (CBOE) hearing and a Binding Arbitration hearing to achieve a successful appeal. We will do whatever steps are necessary to bring the appeal to a reasonable conclusion.

If we take your appeal forward, our compensation will be a **38% Contingent Fee** of any tax savings generated over the 2019 & 2020 tax years. **We only get paid if we are successful in achieving a reduction in value for your property.** We will represent you through the remainder of the tax appeal process. No additional payment of fixed fees will be required.

2019 Fee Schedule for Property Tax Protest Services

The following table reflects our fee schedule for **Feasibility Tax Reports**:

Improved & Vacant Residential Property (Models: Condo, SFR, Townhome, Mobile, Vacant Land, Residential Land)

Actual Value assigned by the Eagle County Assessor on your 2019 Notice of Valuation	Preliminary Opinion of Value: Feasibility Tax Report	Fee with 30% Discount. Order must be delivered to ECTA by April 10, 2019	Fee with 15% Discount. Order must be delivered to ECTA by April 30, 2019
\$0 - \$1,000,000	\$145	\$101	\$123
\$1,000,001 - \$2,500,000	\$195	\$136	\$165
\$2,500,001 - \$5,000,000	\$249	\$174	\$211
\$5,000,001 +	\$295	\$206	\$250

If we can support a reduction in value, we will file a **Tax Protest Report** with the Assessor and take the appeal to a reasonable conclusion. Our compensation will be a **38% Contingent Fee** of any tax savings generated over the 2019 & 2020 tax years.

Order Now

Order Now for the Most Affordable Rates! One of the most challenging aspects of handling tax appeals is the extremely tight time frame involved in generating a protest. New values are delivered on May 1, 2019, but a mail-in protest to Eagle County must be postmarked by June 1, 2019. Accordingly, due to the tight time constraints, price increases may be applied for orders placed after May 15, 2019.

Order Now to secure the most affordable rates! **Use the enclosed Order Form and send it by:**

Fax: 970-926-1134

Or, Order On-line at www.EagleCountyTaxAppeal.com/Order.shtml. Questions? Call us at

970-926-1131, or Email us at Info@EagleCountyTaxAppeal.com.

Free Tax Protest Guide – For more information on the appeals process, download a free report that describes the appeal process and tells you what to look for to determine if your property is excessively valued. Find this at www.EagleCountyTaxAppeal.com/TaxProtestGuide.pdf.

**Order Online at
EagleCountyTaxAppeal.com!**

Hope we can help you!



Roger N. Pack

An Order Form, Consultant Agreement, and Agent Assignment forms follow:

Important! You must sign and deliver by email, fax or mail this **Order Form, the Property Tax Consultant Agreement and the Agent Verification form**. Your order cannot be activated without these signed documents and Full Payment for a Feasibility Tax Report.

Order Tax Protest Services 2019

Email, Fax or Mail Orders: Fill out this order form. Deliver it to us by Email, Fax or Mail. Include a check or Credit Card information, and your order will be processed. *Payment must be received in Advance!*

Fees for Services are based on a sliding scale dependent on the property's Actual Value and the property type. Determine the fee for a Feasibility Tax Report on your property from the 2019 fee schedule.

*Feasibility Tax Report Fee: \$ _____

*Required fields

*Property Account Number: _____ Example: R012345

*Property Address: _____

*Desired method to deliver correspondence to client: Email (preferred) Fax Mail

* Name _____

* Mailing Address _____

* City _____

* State _____

* Zip Code _____

* E-mail Address (required for email delivery): _____

* Work Phone _____

* Home Phone _____

* Cell Phone _____

* Fax (required for fax delivery): _____

Payment by: Visa MC Discover Check Sorry, no AMEX

*Credit Card Number _____ *Exp. Date _____ *CSC Code _____

The CSC Code is usually a 3 or 4-digit number, typically printed on the back of a credit card.

*Name on Card _____

*Authorized Signature: _____

*Billing Address: _____ *City: _____ *State: _____ *Zip: _____

Was the 2017/2018 value appealed? Yes No **If Yes, what were the results?** _____

Who performed the appeal? Owner Agent _____

Did a local real estate broker, attorney, property manager, or other real estate professional refer you to us?

Yes No

Name of Referring Party: _____

Discount Code (if applicable): _____

Important! You must sign and deliver by email, fax or mail this **Order Form, the Property Tax Consultant Agreement and the Agent Verification form**. Your order cannot be activated without these signed documents and Full Payment for a Feasibility Tax Report.

Scan & Email Order to Info@EagleCountyTaxAppeal.com

Fax Order to 970/926-1134 or Mail to Eagle County Tax Appeal, PO Box 266, Edwards, CO 81632

Questions: Visit our website at www.EagleCountyTaxAppeal.com or Call us at 970/926-1131

Order Online at www.EagleCountyTaxAppeal.com

2019 Property Tax Consultant Agreement – Contingent Fee Only

THIS AGREEMENT is made between the “Client” identified in Section 18 and Eagle County Tax Appeal (“ECTA”), a d/b/a of Pack Appraisal Company, a Colorado corporation, pertaining to the “Property” identified in Section 19. In consideration of the mutual covenants and agreements set forth herein, the parties contract and agree as follows:

1. *Engagement and Purpose.* During the term of this Agreement, Client engages ECTA and ECTA agrees to prepare for Client a Feasibility Tax Report of the Property for the purpose of providing an opinion of the market value of the fee simple estate with an effective valuation date of June 30, 2018. If it is feasible to pursue an appeal, ECTA will prepare a Tax Protest Report and represent Client through the appeal process with the Eagle County Assessor’s office (“Assessor”) and the Eagle County Board of Equalization (“Board of Equalization, aka CBOE”).
2. *Term.* The term of this Agreement shall commence on the date of this Agreement and shall remain in force until terminated as provided below, or the first business day following the final disposition of any appeal or abatement proceeding, or December 31, 2020, whichever is sooner.
3. *Place of Work.* ECTA’s services will be rendered principally at ECTA’s place of business.
4. *Scope of Work.* ECTA will provide Client with relevant property data currently on record with the Assessor’s office (the “Property Data”). ECTA will also provide Client with a Tax Protest Guide to help Client determine if the Property Data is correct. It is the Client’s obligation to promptly notify ECTA of any errors contained in the Property Data so that the errors may be cited in the Protest Report. ECTA will prepare a Feasibility Tax Report to assign a Preliminary Range of Value to help determine the feasibility of a property tax appeal. If it is feasible to pursue an appeal, ECTA will prepare a Tax Protest Report and ECTA shall have Client’s authorization to file an appeal for the 2019 and 2020 valuation and represent Client before the Assessor and the Board of Equalization. The Protest Report will be prepared utilizing the Property Data on record with the Assessor’s office, which is supplemented by Multiple Listing Service (“MLS”) data and discussions with buyers, sellers, brokers, appraisers, and other knowledgeable parties. The Protest Report will be prepared using the Sales Comparison Approach by comparing the Property with selected comparable sales that offer the greatest similarity to the Property. The comparable sales data will be analyzed and ECTA will generate an opinion of the market value of the Property. Any decision to proceed to informal negotiation, or formal protest (or to withdraw the protest), will be at ECTA’s sole discretion, but ECTA shall seek the Client’s consultation and approval before the decision is made. Client understands that once ECTA files a protest, Client cannot file an additional protest for the same tax year and acknowledges and agrees to the same. ECTA will also consider the 2017 and 2018 assessed values assigned to the Property and if an appeal is feasible, ECTA shall have Client’s authorization to file a Petition for Abatement of the 2017 and 2018 property taxes before the Assessor and the Board of Equalization.
5. *Status of ECTA.* For all purposes, ECTA is and shall act as an independent contractor and will not be considered an employee of the Client for any purpose. The Protest Report will be an independent analysis and will not be based upon a requested minimum valuation of the Property. Client understands and agrees that ECTA’s obligations under this Agreement are not contingent upon: the reporting of a predetermined value, a determination that favors Client, the amount of value estimate, the attainment of any particular result, or the occurrence of any event subsequent to the date hereof.
6. *Additional Service Providers.* Should the services of any third-party consultant(s) be required, the cost to engage such services will be the sole responsibility of Client and will only be performed with the prior written approval of Client. Should the services of a licensed attorney be required in connection with any protest, Client shall notify ECTA in writing of its decision to engage an attorney and will provide ECTA with the attorney’s name, address, and telephone number. Client shall be solely responsible for selecting and paying the attorney. While ECTA will cooperate fully with the attorney in furtherance of any protest, the fees and obligations under this Agreement are due and payable solely to ECTA and the services provided are separate and distinct from those of the attorney(s) and/or any consultant(s).
7. *Time Table.* If a Feasibility Tax Report suggests an appeal is feasible, ECTA will prepare a Tax Protest Report and file an appeal by June 1, 2019. Payment for such representation shall be by a 38% contingent fee of any tax savings achieved. For orders received after May 15, 2019, if ECTA does not have sufficient time to prepare a Feasibility Tax Report prior the filing deadline, a blank appeal (i.e., an appeal stating the property is over-valued but with no formal Tax Protest Report) will be filed by June 1, 2019 and the Tax Protest Report will be completed prior to the next hearing. The Assessor’s office will provide a Notice of Determination to the taxpayer by the last working day of June 2019. If both Client and ECTA are not satisfied with the Assessor’s decision, a written appeal will be filed with the Board of Equalization. If Client does not respond in writing to ECTA within ten (10) business days of the date of the Notice of Determination, Client hereby irrevocably grants to ECTA the sole and exclusive right to determine if a written appeal should be filed with the Board and Client shall indemnify and hold ECTA harmless from and against any determination made pursuant to such authority. The appeal will be delivered on or before July 15, 2019. The Board of Equalization will issue its decision no later than August 10, 2019. If Client is not satisfied with the decision, an appeal will be submitted to Binding Arbitration. The request for arbitration must be submitted in writing no later than thirty (30) days after the Board of Equalization mails its decision. Client acknowledges that property taxes must be paid when due even if a protest has been filed with the Assessor and the Board of Equalization.
8. *Disclosure of Agent’s Status.* ECTA is being retained to provide consulting services and may be compensated in whole or part on the basis of achieving a property tax saving through a reduction in valuation for assessment. Parties utilizing this analysis recognize and agree that this is not an appraisal. While the agent who prepared this analysis is a Licensed or Certified Appraiser, the agent is being compensated in whole or part on the basis of property tax savings achieved through a reduction in the valuation for assessment of the Property. The agent is experienced and competent and will use appraisal techniques and methodologies in the preparation of this consulting opinion, but the agent should not be expected to, and shall not, act as an appraiser. Users of this report acknowledge that the agent’s status as an appraiser is of no importance in their selection of the agent to provide this service. This disclosure of a contingent fee is intended to comply with the requirements of Colorado law, and the Rules of the Colorado Board of Real Estate Appraisers.
9. *Sale of Property.* This Agreement shall remain valid and binding even if the Property is sold. Client is advised to consider the assignment of this Agreement to the buyer if a sale is pursued.
10. *Exclusivity.* This written Agreement contains the entire agreement between the parties and supersedes any other agreements between them. The parties acknowledge and agree that neither of them has made any representation with respect to the subject matter of this Agreement or any

representation inducing the execution of and delivery of this Agreement, except such representations as are specifically set forth herein, and each party acknowledges that it has relied solely on these representations in connection with its dealings with the other.

11. *Control.* Client shall have no right of control or direction over the manner, means, and methods employed by ECTA in carrying out the terms of this Agreement.

12. *Modification.* Any modification of this Agreement or any additional obligation assumed by either party in connection with this Agreement shall be binding only if evidenced in writing signed by both parties or by an authorized representative of each party.

13. *Assignment.* This Agreement may not be assigned in whole or in part without the express written consent of ECTA which consent may be withheld in its sole and absolute discretion.

14. *Severability.* If any part of this Agreement is held unenforceable, the remainder of this Agreement shall remain in full force and effect.

15. *Headings.* The headings contained in this Agreement are for reference only and do not affect or limit in any way the meaning of this Agreement.

16. *Governing Law.* This Agreement, the performance under it, and all suits and special proceedings under it, shall be construed in accordance with the laws of the State of Colorado. In any action, special proceeding or other proceeding that may be brought arising out of, in connection with, or by reason of this Agreement, the laws of the State of Colorado shall be applicable and shall govern the exclusion of the laws of any other forum, without regard to the jurisdiction in which the action or special proceeding may be instituted. Venue for enforcement of any action arising out of or under this Agreement shall be in the District Court for Eagle County, Colorado and each party hereby submits to such jurisdiction.

17. *Binding Effect.* This Agreement shall not be binding unless and until executed by ECTA.

18. **Client Name:** _____

Email or Other Address for Notices to be Given to Client: _____

Email is the preferred and default delivery path by ECTA. Client must notify ECTA in writing of desire for delivery by fax or mail. Client is responsible to ensure that email from Info@EagleCountyTaxAppeal.com is not filtered by email or spam filters. A confirmation of this order will be delivered to the Client. The Client is responsible to contact ECTA immediately if an order confirmation is not received.

19. **Property Account#** _____ Example: R012345

Property Address: _____

20. *Compensation and Payment.* Client agrees to pay ECTA a fixed fee according to the **2019 Tax Appeal Fee Schedule** for preparation of the **Feasibility Tax Report**. If an appeal appears feasible and an appeal is pursued, Client agrees to pay ECTA a contingent fee of 38% of the total tax savings realized in the Tax Appeal or Tax Abatement process. The contingent fee percentage is calculated on the estimated two-year Tax Savings. For purposes of this Agreement, "Tax Savings" shall be computed by multiplying the final property tax rate (mill levy) by the Assessment Rate by the difference between the current year actual value and a corrected or revised current year actual value resulting from any protest, or informal settlement, filed on behalf of Client, including actual interest paid on the refund, if any. In the event a reduction from the initial value by the tax district is not realized, no contingent fee amount shall be due to ECTA. Payment for appeals shall be due within 30 days of invoice, which will be presented when mill levies are assigned to the tax district by the Assessor. Payment for Abatements shall be due within 30 days of invoice, which will be presented when a final decision is rendered, and the County Treasurer issues a tax refund check. Any payments not received on time will be assessed a late fee of \$200.00 and, in addition, shall accrue interest at a rate of one percent (1%) per month thereafter on the unpaid balance until paid in full. If Client fails to make payment in a timely manner and ECTA is forced to pursue legal remedies to collect any outstanding balance, Client shall reimburse ECTA all costs thereof, including but not limited to, reasonable attorneys fees and court costs. Client may terminate an appeal at any time, but will be liable for any fixed or contingent fees earned by ECTA.

IN WITNESS WHEREOF, the parties have executed this Agreement on the dates shown below.

Client Date

ECTA, a d/b/a of Pack Appraisal Company

By: _____
Roger N. Pack, President Date

Attention! You must sign and deliver by email, fax or mail the **Order Form, Property Tax Consultant Agreement and the Agent Verification form.**

Questions? Call us at 970-926-1131 or E-mail us at Info@EagleCountyTaxAppeal.com.

Fax to 970/926-1134.

Mail to PO Box 266, Edwards, CO 81632

Scan & Email to Info@EagleCountyTaxAppeal.com

Agent Assignment

We must receive written verification that you are requesting Eagle County Tax Appeal to represent you in your tax appeal. The Eagle County Assessor's office will not allow us to file your protest without an Agent Assignment form signed by the owner. Complete a copy of the following Agent Assignment, sign, and return it by email, mail or fax to Eagle County Tax Appeal:

If you have multiple orders, a separate Agent Assignment form is required for each property.

Return the signed Consultant Agreement, Order Form, and Agent Assignment to:

Fax: (970) 926-1134

Mail: Eagle County Tax Appeal, P.O. Box 266, Edwards, CO 81632

Scan & Email: Info@EagleCountyTaxAppeal.com

*** Eagle County Tax Appeal cannot file your protest without receiving your signed Agent Assignment ***

Agent Assignment for the Following Owner & Property

Please provide the following Property Information

Schedule/Account #: _____ Example: R012345

Property Address: _____

Owner: _____

Corporation, Company, Partnership, LLC: By my signature, I state that I, _____ am the authorized representative for the owner of the subject property.

I hereby authorize Roger N. Pack and Eagle County Tax Appeal to act on behalf of the owner regarding the property tax valuation of the property described herein for the years 2017-2020.

Owner's Signature: _____ Date: _____

Agent Verification: I, the undersigned agent for the owner of this property, state that the information and facts contained herein and on any attachment(s) constitute true and complete statements concerning the described property.

Agent's Signature: _____ Date: _____

Important! You must sign and deliver the **Order Form, Property Tax Consultant Agreement and the Agent Assignment Form**. Your order cannot be activated without these signed documents and Full Payment.

Fax to 970/926-1134 or Mail to Eagle County Tax Appeal, PO Box 266, Edwards, CO 81632

Scan and email to Info@EagleCountyTaxAppeal.com