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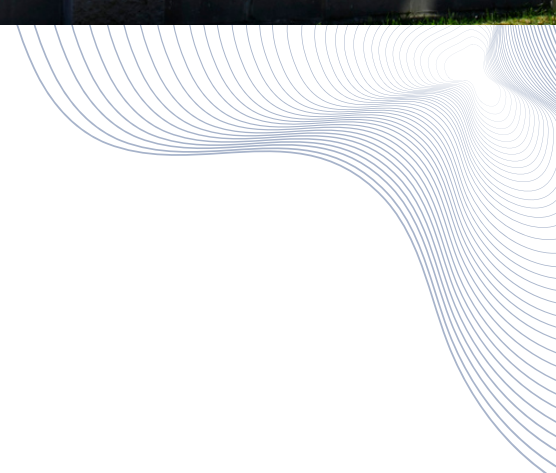
THE PROPERTY TAX EXPERTS



5-STEPS TO SAVING MONEY ON PROPERTY TAXES IN A RECESSION



**SINGLE FAMILY RESIDENTIAL
CALIFORNIA**



PREPARED BY

Anthony O'Connor

Founder and Owner

AOPTA The Property Tax Experts





5-STEPS TO SAVING MONEY ON PROPERTY TAXES IN A RECESSION

Find out how property owners can save money on property taxes when home value decline.

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"START YOUR APPEAL"



**ANTHONY O'CONNOR
FOUNDER OF
AOPTA THE PROPERTY TAX EXPERTS**

Meet the owner of AOPTA The Property Tax Experts, a California-based property tax consulting firm. With over two decades of experience in property appraisal, Anthony has been helping clients save money on their property taxes since 2001.

ANTHONY@AOPTA.COM

SHARING OUR EXPERTISE, WITH YOU

As a seasoned property tax appeal firm, we have worked with clients across all 58 counties in California and have an in-depth understanding of the state's complex property tax laws.

Throughout our career, we have developed a reputation for providing personalized and professional service. We take the time to understand each client's unique situation and work with them to develop a customized strategy that meets their specific needs.

Our goal is to help clients save money on their property taxes, while also providing peace of mind and a stress-free experience, which is why we've developed this free e-book.

Our property tax appeal firm that believes in empowering homeowners to make informed decisions when it comes to their property taxes.

We understand that property tax appeals can be complex and overwhelming, which is why we have created a free ebook that explains the process in simple terms.

Our comprehensive guide provides homeowners with valuable insights on what a property tax appeal is, what it takes to win, and the essential steps required for success.

We are committed to supporting homeowners in achieving fair and accurate property tax assessments, and our free ebook is just one way we are fulfilling this promise.

Whether you're a homeowner, real estate investor, or commercial property owner, AOPTA The Property Tax Experts is here to help. With our extensive experience and proven track record of success, you can trust that you're in good hands.

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CHAPTER 1

UNDERSTANDING THE PROCESS

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The Law Passed in 1978

In 1978, California voters approved Proposition 13, which dramatically changed the state's property tax system. Prior to Proposition 13, property taxes were based on the assessed value of a property, and there were no limits on how much property taxes could increase from year to year.

The passage of Proposition 13 had a significant impact on California's property tax system and has been the subject of ongoing debate and controversy. Some argue that the limits on property tax increases have led to a loss of revenue for local governments and schools, while others contend that it has protected long-time property owners from being priced out of their homes due to skyrocketing property taxes.

Proposition 13 introduced a number of changes to the property tax system, including:

1. Limiting property tax increases: Proposition 13 limits property tax increases to 2% per year, as long as the property does not change ownership or undergo significant improvements. This has resulted in some long-time property owners paying significantly less in property taxes than newer owners.
2. Assessing property values: Proposition 13 requires that property values be assessed at the time of sale, and then be adjusted by no more than 2% per year. This means that some properties can be assessed at a value significantly lower than their market value.
3. Requiring a two-thirds vote for tax increases: Proposition 13 requires a two-thirds vote of the state legislature or local voters to increase taxes.



PROPOSITION 8 AND YOUR PROPERTY TAXES

Also in 1978, California voters approved Proposition 8, which was a significant change to the state's property tax system. Prior to Proposition 8, property taxes were calculated based on the property's market value, which meant that property owners would often see their property taxes increase significantly during times of high property values.

Proposition 8 amended the California Constitution to allow for the reassessment of properties when their value has decreased. This means that property owners can appeal their property tax assessments and have their taxes lowered if their property's market value has decreased since the last assessment.

Proposition 8 also established a formula for calculating property taxes based on the lower of two values: the property's market value or its assessed value. The assessed value is the property's value at the time of purchase, plus a 2% annual increase, as allowed by Proposition 13, another landmark California tax reform measure passed in 1978.

The market value is the value of the property as determined by an appraisal.

Under Proposition 8, a property owner can request a reassessment of their property if they believe its market value has decreased. If the county assessor agrees, the property's assessed value will be temporarily reduced to its current market value. This temporary reduction is referred to as a "Proposition 8 reduction." When the market value of the property increases again, the assessed value will be adjusted accordingly.

In summary, Proposition 8 provides property owners with a way to appeal their property tax assessments and have their taxes reduced if their property's market value has decreased since the last assessment. This provision has been an important tool for property owners in California to manage their property tax liability.

Proposition 8 is why we wrote this ebook for you.



APPEALING YOUR PROPERTY ASSESSMENT

The most typical assessment appeal is based on Proposition 8. Property owners can request a reassessment of their property when they believe that its market value has declined since the last assessment.

If the county assessor agrees that the market value of the property has declined, they will temporarily reduce the assessed value to the property's current market value. This temporary reduction is referred to as a "Proposition 8 reduction."

When the market value of the property increases again, the assessed value will be adjusted accordingly.

INFORMAL REQUEST

Often property owners can contact the assessors office to request a reduction if they can provide comparable data that supports reduction. If warranted, the county appraiser may give some reduction.



FORMAL REQUEST

If you cannot get the desired result from an informal request or you may have missed the informal request period, you can file a formal appeal. Typically from July to November. Soome counties have shorter windows. This protects your right to appeal for the tax year filed.



BOARD HEARING

You will be contacted by the county after filing either by a county appraiser or the clerk of the board notifying you of your scheduled hearing. At this time you make speak to an county appraiser and your will be asked for your information in support of reduction. If you cannot come to an agreement, you can present your appeal case to a board.



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CHAPTER
2

KNOW YOUR
PROPERTY DETAILS

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GET THE DETAILS ON YOUR HOME

Real estate appraisers are trained to use County Assessor records as the authority on your homes property details. Getting the details with the county for a home is necessary for an accurate appraisal because the county assessor's office is responsible for determining the assessed value of a property, which is used to calculate the property taxes that the owner must pay. The county assessor's office has detailed information about the property, such as its size, age, number of rooms, and other features, which can impact its value.

The appraiser uses the information from the county assessor's office to evaluate the property and determine its value. The appraiser considers a range of factors, such as the condition of the property, its location, and any improvements or additions that have been made, to arrive at an accurate appraisal.

Inaccurate or incomplete information can result in an inaccurate appraisal, which can have significant financial consequences for the property owner. For example, if the appraiser is not aware of recent improvements to the property, they may undervalue the property, resulting in a lower appraisal and a higher property tax bill.

The bases for contesting your property taxes is to get the correct details on your home. You're going to need the relevant details of your home such as gross living area, lot size, age, bed and bathroom count. It's also good to review your home's condition over all. Has it been recently upgraded, does it need upgrades or repairs? Objectively place your mindset in a potential buyer's shoes. What would they like or dislike about your home.

You can obtain your property record directly from the county your property is located in, from a real estate professional or we can provide you with a very detailed property report, free of charge.

<https://www.aopta.com/free-property-profile>

| Property Characteristics | | | | | |
|--------------------------|---------------------------|--------------------|-------------|------------------|--------------------|
| Bedrooms | 3 | Year Built | 1959 | Living Area (SF) | 1,225 |
| Bathrooms/Partial | 2 | Garage/No. of Cars | Garage/2 | Price (\$/SF) | \$612/SF |
| Total Rooms | | Stories/Floors | | Lot Size (SF/AC) | 9,000/.21 |
| Construction Type | | No. of Units | | Fireplace | |
| Exterior Walls | | No. of Buildings | | Pool | |
| Roof Material/Type | | Basement Type/Area | | Heat Type | |
| Foundation Type | | Style | | A/C | |
| Property Type | Residential | View | View - None | Elevator | |
| Land Use | Single Family Residential | | | Zoning | R-1:SINGLE FAM RES |

| Assessment & Taxes | | | | | |
|----------------------|-----------|---------------------|--------------------------|---------------|--------|
| Assessment Year | 2022 | Tax Year | 2022 | Tax Exemption | |
| Total Assessed Value | \$587,010 | Tax Amount | \$7,769.46 | Tax Rate Area | 15-006 |
| Land Value | \$408,000 | Tax Account ID | | | |
| Improvement Value | \$179,010 | Tax Status | No Delinquency Found | | |
| Improvement Ratio | 30.5% | Delinquent Tax Year | | | |
| Total Value | | | Market Improvement Value | | |
| Market Land Value | | | Market Value Year | | |

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CHAPTER

FINDING THE BEST
DATA

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FIND THE BEST DATA

Now that you have your property details, use them to determine the assessed value of your property.

1. Drive around your neighborhood and Identify similar properties: Look for properties in your area that are similar to yours in terms of size, age, and features. These properties should also be in the same neighborhood or a similar neighborhood, as this can impact their value.
2. Search for recent sales: Once you have identified similar properties, look for recent sales of those properties. You can find this information through online real estate listing sites, through a real estate professional, or your county assessor's office. When using comparable sales data, the sales must have occurred no later than 90 days after the lien date of the property being appealed.
3. Compare the properties: Once you have found a few comparable sales, compare them to your property. Look for similarities and differences between the properties, such as the number of rooms, square footage, lot size, and features. Make adjustments for any differences to arrive at a fair comparison.
4. Calculate the market value: Using the sales prices of the comparable properties and the adjustments you made, calculate the market value of your property. This is the price that a willing buyer would pay and a willing seller would accept in an arm's length transaction.
5. Most people can get a bit confused at this point. The reason is that there is a skill set used by appraisers that is not easily taught to the untrained property owner. Try to work through it on arriving at your market value through a compare and contrast model.
6. As always, we are professionals at this and can take of the process for you to save you time and money. When homeowners work with us, statistically we save them more on property taxes. You do not need a property tax firm like ours to appeal your property taxes yet we know the property tax rules and are trained appraisers. There are not upfront fees or hidden fees and we work on contingency.



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CHAPTER
4

BUILDING YOUR
APPEAL

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PICK 3 SALES

The assessor will want to compare your home to sales of similar homes. Pick the best three that most resemble your home for size, land area, ages and bed/bath count.



REPORT

Take some time to prepare an analysis in Word or Excel or another other program. Typically a "grid" sheet is best so you can present a side by side analysis by comparison much like an appraiser would do.

GATHER DATA

Make sure that you create or save online listing information for the three comparables you have picked. Compiling all the data in one centralized file saves time when the county appraiser is reviewing your submission



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CHAPTER

NEGOTIATING YOUR REDUCTION

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“He who has learned to disagree without being disagreeable has discovered the most valuable secret of negotiation.”

-
Chris Voss, *Never Split the Difference: Negotiating As If Your Life Depended On It*

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THE RUBBER HITS THE ROAD

To successfully appeal your property tax, it is essential to rely on factual evidence rather than emotions. Just because your neighbor pays less in taxes does not necessarily mean that you should too. They may have purchased their property years before you, and are therefore protected under California law that limits yearly increases.

Depending on whether you filed a formal or informal appeal and the time of year you submitted it, it is crucial to contact the assessor's office to determine the appraiser assigned to your property. This may differ from the person assigned to your appeal. You should arrange a phone call, obtain their contact information and introduce yourself. If possible, send over your analysis.

It is important to keep in mind that assessors are trained similarly to appraisers and have a duty to protect the county's financial interests. They are unlikely to offer the exact value you believe your home should be assessed at.

Typically, homeowners are offered a reduction, and are informed that they can either accept the offered value or file a formal appeal and take the matter to the full board. However, many homeowners may not have the time to go through with a formal appeal and may end up leaving money on the table by accepting the offer. This is because assessors are aware that many homeowners may not have the time to sit in property tax hearings for a full day, especially if they are unrepresented.

If you are satisfied with the reduction offered by the assessor, you can accept it and consider your case successfully contested. However, if you believe that you are not being treated fairly, you can choose to take your appeal to the full board and allow them to make the final decision. It is essential to be fully prepared, as the assessor will likely be well-prepared.

This is precisely why we are in business to assist homeowners. We are well-versed in the process and understand what it takes to achieve a fair reduction. Sometimes, obtaining a fair reduction can be quite challenging, which is why we often take over the appeal process for homeowners at this stage. We are capable of achieving better results for homeowners while saving them time and money.



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THANKS FOR READING

We've put together enough information for you to understand the property tax appeal process and hopefully given a good starting point. We also are happy to do the process for you and save you time and more money. If interested, let our team perform a free analysis. Click the link below.

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