



## Unlock Value by Properly Reconciling Landlord Reimbursements

Ryan's Property Tax practice is the largest in North America, with more than 700 professionals across 35 locations. We provide North American coverage backed by local market expertise to deliver a comprehensive suite of services that helps minimize property tax liabilities and manage property tax requirements.

Ryan's team of licensed attorneys, appraisers, CCIMs, and CMIs has in-depth knowledge and extensive expertise within the retail industry. Our specialized representation in this market provides our clients innovative strategies and targeted best practices for reducing their ad valorem taxes.

### Reconciliation Benefits

- Seasoned real estate professionals will review landlord real estate tax invoices and, if warranted, challenge calculations.
- Tenants gain a valuable mechanism in which to control and limit exposure to real estate taxes.
- Ryan's findings typically result in rent credits and/or refunds to tenants. The same errors can repeat on an annual basis. Ryan forms long-term relationships with tenants to ensure proper handling.
- Tenant's invoice, lease, and other relevant information are analyzed together to confirm congruity, intention, and accuracy. The data and findings are maintained in our state-of-the-art tax reconciliation system.
- Ryan provides a 360-degree review of real estate taxes. Ryan not only seeks tax savings with current reimbursement but also looks back to capture any missed errors in prior years and anticipates situations for future years.
- Ryan's review removes any doubt that tenants may have regarding whether or not the landlord's invoice is fair and correct.
- Releasing responsibility to Ryan allows a tenant's in-house accounting and real estate staff to concentrate, maximize, and redirect its resources to other crucial areas.
- Proper reconciliation of real estate taxes can simultaneously reveal other landlord invoice errors such as those tied to common area maintenance and insurance.

### Ideal Clients for Reconciliation Services

- Tenant operates under a triple net lease.
- Tenant is taxed along with other tenants on the same tax parcel (e.g., an in-line shopping center).
- Tenant pays monthly property tax impounds to landlord.
- Tenant's lease is well written, allowing reasonable enforceability of tax clause.
- Tenant is willing to support and supply Ryan with all necessary documents.





### Client Success Stories

#### Industrial Property

**Client Issue:** Tenant has a very large real estate portfolio throughout the United States. The majority of its facilities are leased. One lease, like many of its others, requires the tenant to prepay real estate taxes to the landlord on a monthly basis.

**What We Found:** Tenant had diligently prepaid its real estate taxes to the landlord for this location. However, over the course of several years, the tenant failed to notice that its prepaid taxes grossly exceeded the actual real estate taxes paid by the landlord to the taxing jurisdiction.

**Approach and Solution:** Ryan contacted the tenant and landlord. The situation was explained, substantiated, and resolved.

**Results:** For this single location, the tenant recaptured \$270,000 in overpaid real estate taxes from the landlord in the form of rent credits.\*\*



#### Ryan Property Tax Supporting Services:

- Recommend/review tax clauses for new leases prior to signing.
- Provide accrual reports reflecting lease terms.
- Audit real estate tax pro rata share utilized on closing statements, ranging from a single property to a portfolio.
- Perform real estate tax due diligence for proposed stores to aid financial feasibility analysis.

#### Retail Property

**Client Issue:** Client is a tenant occupying space in shopping centers nationwide. Client does not have internal expertise or resources dedicated to managing and enforcing the real estate tax component of their leases.

**What We Found:** In general, experience shows that landlords and taxing jurisdictions make mistakes that carry over to NNN invoices. Due to a plethora of reasons, landlords routinely overcharge real estate taxes, and tenants blindly pay invoices without reviewing, identifying, challenging, or recovering overpayments.

**Approach and Solution:** All real estate tax invoices associated with the client's portfolio are reviewed by Ryan. The invoice, lease, and other supporting documents for each location are reconciled together. Proper parties are contacted, if invoice errors are discovered, in order to resolve issues.

**Results:** Client's total portfolio has saved more than \$1,100,000 per year over the last five years in real estate taxes.\*\* Landlords typically return excess overcharges to the client via rent credits and/or refunds.

\*\*Past performance is not indicative of future results.

#### Award-Winning Tax Services

For additional information  
1.855.RYAN.TAX  
[ryan.com](http://ryan.com)