

Selling for Less Than Your Assessed Value?

What California Owners Marketing a Property Need to Know

\$61M+

Saved for CA clients

95%

Win rate

No fee

unless we win

Your Asking Price Is Evidence of Value

When a property is listed, under contract or sold for less than its assessed value, the market has made the case: the property is worth less than the county says. But a lower price does not lower your taxes on its own. The buyer is reassessed at the purchase price, while your own tax bills stay at the old, higher value unless you file an appeal. And you keep paying those bills until escrow closes.

The gap can be large. One Southern California office building sold in 2024 for \$42 million while it was still assessed at \$80 million, so its owner paid taxes on \$38 million of value it could never get from a buyer.

Many owners selling below their assessed value keep paying taxes on a value no buyer will pay.

What You Can Recover

For a property assessed at \$12,000,000 and on the market at \$9,000,000:

Item	Illustrative Example
Current assessed value	\$12,000,000
Asking price or accepted offer	\$9,000,000
Indicated over-assessment	\$3,000,000
Tax overpayment per year (at 1.15%)	\$34,500 / year
If the sale doesn't close	Savings continue each year

California refunds property taxes to whoever paid them. Because taxes are paid in two installments and usually prorated in escrow, we help you claim your share, applying any pro-rata terms in your purchase agreement.

Who Should Act Now

- Owners with a property listed at an asking price below its assessed value
- Owners with an accepted offer or signed purchase agreement below the assessed value
- Owners who recently sold for less than the assessed value, since taxes paid on the old value may still be recoverable
- Owners whose sale fell through: a lower assessment cuts your carrying costs while you hold

Proven on Fast Timelines

Hired three days before the hearing: the owner hired us on a Friday for a Tuesday hearing, and the Appeals Board adopted our value in full.

Every outstanding appeal resolved in 30 days: a Bay Area apartment owner saved \$500,000+ within 30 days of hiring us.

A better result than the Assessor's offer: an owner's prior consultant had gone silent for a year. We declined the Assessor's settlement offer and won a reduction 67% larger at hearing.

"CRE Tax Appeal has delivered unmatched results handling our real estate appeals in Southern California. Facing a decade of backlogged appeals in LA County, CRE delivered results exceeding anything we had previously achieved internally or using outside firms. To date, they have achieved \$2.5M in savings and relentlessly pursued refunds to ensure every dollar is collected. Our tax team at Macy's highly recommends CRE for their abilities and excellent client service."

Michael Clary, Macy's

The CRE Tax Appeal Difference

CRE Tax Appeal does one thing: commercial property tax appeals in California. Our principals trained under MAI-designated appraisers, have represented over \$3.7 billion in property value, and have appeared before Assessment Appeals Boards across California for nearly two decades. We move on your timeline, track refunds through and after closing, and work on contingency: no upfront cost, no fee unless we win.

How It Works

Step 1: Request a free property review. We compare your assessment with current market data and walk you through the numbers in a 15-minute call. **Step 2: We file and manage the appeal.** After a short agreement and agent authorization, we prepare the valuation, negotiate with the Assessor, and represent you before the Assessment Appeals Board. **Step 3: You receive your refund.** We track every refund until the county pays, then invoice a percentage of the savings.

Know Your Filing Deadline

Decline-in-value appeals are filed each year from July 2 to November 30 in most California counties; some counties close September 15. Base Year and supplemental appeals have their own deadlines, so the sooner we review your property, the more we can recover. Owners who are selling can file whether or not the sale has closed.

Get Your Free Property Review Today

Or call us at 858-505-8065 | cretaxappeal.com/free-property-review

No upfront cost. No fee unless we win.