

Commercial property tax appeals in Colorado and across the West

National-firm valuation work, done personally by the principal who ran a national firm's Mountain West property tax practice, on a published contingency fee of 8% to 20% of realized savings. No retainers, no minimums, and no invoice unless the taxes go down.

\$2B+ in market value appealed to the Colorado Board of Assessment Appeals since 2023	225 Colorado appeals filed since 2023, each prepared and presented by the principal	13 years in commercial property tax, most recently as Managing Director leading DMA's property tax practice for the Mountain West
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Who does the work on your file



Charlie Young
Principal and founder
Member of IPT, ULI and CREDA

At a national firm, your building is one of a few hundred on a salaried analyst's desk in May. The Managing Director sees it if it reaches a hearing, and nobody on that floor loses a dollar if your hardest case is never filed.

At SVA the Managing Director is the analyst. Charlie Young reads the notice, builds the income approach, files the protest and argues the hearing himself, in person at Colorado and Utah hearings, on a fee that exists only if the taxes go down.

The largest hotel result of his career came from walking the property with the operator. The prior consultant had valued it from the income statement without setting foot on site; off-property food-and-beverage revenue came out of the capitalized income, and the saving ran \$630,000 a year for four years.

The fee matrix, published

Original tax liability	SVA rate	Flat 25%
Under \$200K	20%	25%
\$200K to under \$500K	18%	25%
\$500K to under \$750K	15%	25%
\$750K to under \$1M	12%	25%
\$1M to under \$2M	10%	25%
\$2M and above	8%	25%

Each property is tiered on its own tax bill, the tax the notice produces before any reduction, and the rate is written into the engagement letter before signature. Five or more properties get a written per-property schedule at or below the matrix. The rate applies to each year the reduction holds, both years of Colorado's two-year cycle.

What a flat 25% costs on one large building

\$5,000,000 annual tax bill, over-assessed by 20%	Flat 25%	SVA, 8% row
Tax saved over Colorado's two-year cycle	\$2,000,000	\$2,000,000
Consultant's invoice for the cycle	\$500,000	\$160,000
What the owner keeps	\$1,500,000	\$1,840,000

The evidence is one rent roll, one income approach and one hearing. The hours do not scale with the size of the bill. A flat 25% invoice does.

01 · Initial Consultation A signed memo, no fee Send the property address. Within one week: defensible or not, the dollars at stake over the cycle, and the exact matrix rate for that property. Yours to file on, hand to your firm of record, or set aside.	02 · Engagement letter Every rate in writing first Each property's rate is in the letter before you sign. Nothing is filed, escalated or withdrawn without your written instruction, property by property.	03 · Filing and hearings Assessor to state board Assessor protest, county board of equalization, state board: SVA prepares and presents each case, built to national-firm valuation standards.	04 · Invoice Only from realized savings The fee is a percentage of the tax actually saved. If the taxes do not go down, there is no invoice. Court filing fees and outside experts only if you choose to litigate, at cost with prior approval.
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Results from prior national firms

Full-service hotel, Denver \$630K in tax saved a year, for four years	Headquarters campus, Denver metro \$1.34M in tax saved for 2025 alone	Resort timeshare, Colorado 60% value cut; \$790K in tax saved over the cycle	Call center, Utah \$700K tax refund to the client	Distribution warehouse, Aurora \$623K in tax saved over the cycle	Data center \$110K in tax saved a year
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Results Charlie Young achieved at prior national firms, before founding SVA. Figures are the property tax saved or refunded for the client. Results from SVA engagements will be published with client consent. Every property and jurisdiction is different; past results do not guarantee future outcomes.

What you will hear from SVA

- **Acknowledgement within one business day**, then a written read within one week of the notice for real property, or within 30 days of the county's record card and your fixed-asset ledger for personal property, always ahead of the protest deadline.
- **A written status memo every month a file is active**: stage, next deadline, value protested, value achieved and tax at stake.
- **A written checkpoint** before anything is filed, before any settlement is accepted and after every decision, plus an email the day a file changes stage.
- **For more than one property, a monthly roll-up** in Excel and PDF, one line per parcel, with the accrual figure for your books.
- **A fresh review and written recommendation every year** the new notices arrive, weeks ahead of the protest deadline.

Eight terms in every engagement letter. Each property's fee before signature · expenses only if you choose to litigate, at cost with prior approval · your written instruction for every filing, escalation and settlement · thirty-day termination by either side, no exit fee · no fee tail on any appeal not yet filed · audit support on every filed position at no additional fee · mutual confidentiality, on your paper if you prefer · client records never in the published database or any marketing.

Research published so the work can be checked. A benchmark database of 19,939 Colorado commercial properties and analysis of 8,058 Colorado state-board cases, all compiled from public records, at svatax.com/insights.html. Client data never appears in it.

Already have a consultant? A written second opinion, no fee

Send the portfolio and your current firm's filing history. A signed memo comes back: which unfiled appeals were worth fighting, what each would have returned, and a consultant's read of the business terms in your agreement. Nothing is filed, no county is contacted, and your current firm is not notified.
svatax.com/second-opinion.html

Read the agreement, not just the rate

What to check in your agreement	SVA's terms
Does the rate fall as the bill grows?	Yes: 20% down to 8%, set per property by its own tax bill
Do fees continue after you end the agreement?	No: nothing owed on unfiled appeals; 30 days' written notice, no exit fee
Does the consultant's authority renew every year until revoked?	No: each filing needs your written go-ahead, with standing authority optional for assessor-level protests on named parcels
Minimums, retainers, filing or administrative fees?	None
A higher rate, or appraisal and attorney costs, at the state board?	No: one matrix rate from the assessor through the state board; court costs and outside experts only if you choose to litigate
Is each property's rate in writing before you sign?	Yes: in the Initial Consultation memo and again in the engagement letter

Court records behind the questions: *Property Assessment Review, Inc. v. Greater Missouri Builders, Inc.*, 260 S.W.3d 841 (Mo. Ct. App. 2008), a 33⅓% commission for each year appealed and the following year, still owed after termination; *Fisher v. Holtzaple Neal Properties Group, LLC*, No. 01-23-00305-CV (Tex. App. 2025), a 30% contingent fee the consultant sued to collect.

National portfolio? Pilot one state for one cycle

Carve the Colorado parcels, or any state SVA covers, out of the book under one letter of authorization; the incumbent keeps the rest. Each parcel is priced on its own row, five or more get a written schedule, and the monthly roll-up drops into your portfolio review. Thirty days' notice either side, no fee tail.
svatax.com/colorado-portfolio-pilot.html

Coverage and credentials

Colorado first, and most of the work. Utah hearings attended in person; Arizona, California, Iowa, Kansas, Montana, Nebraska, Nevada, Oregon, Washington and Wyoming taken on case by case, each with a written appeal guide at svatax.com. Colorado's 2027 notices mail about May 1 and protests are due June 1.

Member of the Institute for Professionals in Taxation (IPT), the Urban Land Institute (ULI) and CREDA. References available on request. A mutual confidentiality agreement, on your paper if you prefer, precedes any exchange of documents.

Charlie Young, Principal and Founder

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Start with the Initial Consultation at svatax.com/free-assessment-review.html, or email the property address. Acknowledged within one business day.