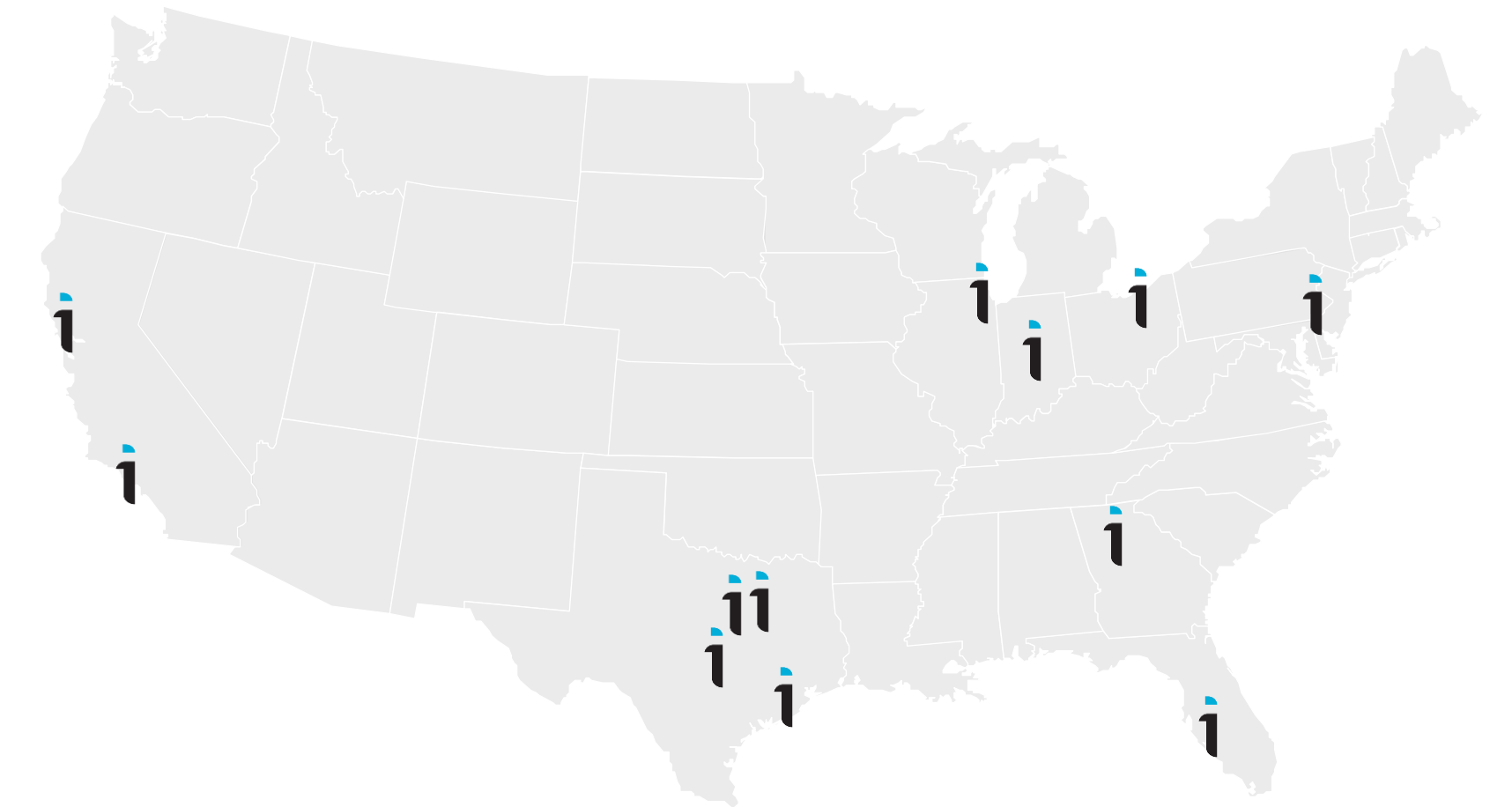




# Transition Case Studies – Executive Summary

*Invoke has compiled a team of consultants nationwide that is second-to-none in the industry. Staying true to Invoke’s mission statement, our sole focus for bringing on talent is identifying the most aggressive and well-respected property tax Consultants in the industry.*

*Invoke’s expertise, experience, and collaboration enable us to deliver Property Tax solutions throughout all 50 states. This unique blend of critical factors ensures our clients are represented by tax experts familiar with local market nuances, regardless of where their assets and operations are located.*



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## National Portfolio Case Studies

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For clients with an impressive national footprint, Invoke has compiled several Case Studies that represent our property tax appeal capabilities in conjunction with our ability to transition and quickly impact large nationwide portfolios. These specific client examples are of portfolios Invoke has onboarded and achieved immediate property tax savings within 18 months. The last client example shows a legacy portfolio client of Invoke’s..

**All five clients detailed ultimately chose to engage Invoke as a preferable alternative to their incumbent providers, specifically the largest firm traditionally found in our industry.**

### Case Studies Detailed

Fortune 200 Financial Institution

Nationwide Institutional Investor

Fortune 1000 Diverse Property Operator

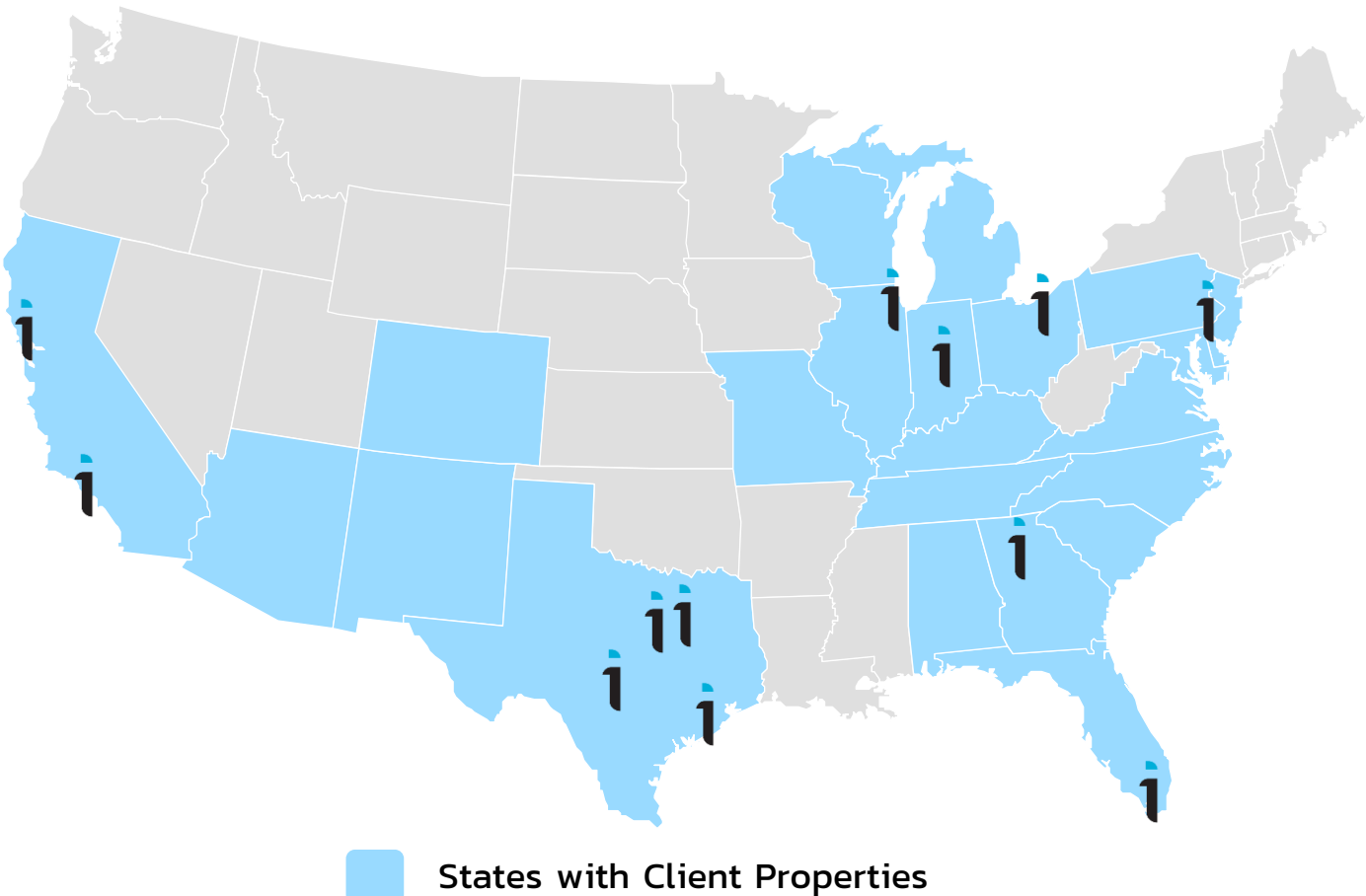
Nationwide Developer/Operator/Investor

Legacy Invoke Portfolio Client

# Case Study – Fortune 200 Financial Institution

## Timeframe from Onboarding: 6 Months

This Fortune 200 client went out to RFP after dissatisfaction with their incumbent provider. Invoke was rewarded their expansive national portfolio after a detailed proposal, presentation, and contract process made it clear we were the ideal solution for their property tax appeal needs. A quick and seamless transition of nearly 2,000 properties and immediate tax savings in the first few months of the engagement solidified this partnership's beginnings.



**24**  
States  
**1,906**  
Properties  
**2,686**  
Parcels

### Key Statistical Highlights

**\$3.9M**

**362\***

**64**

**\$368k\***

**13.0%**

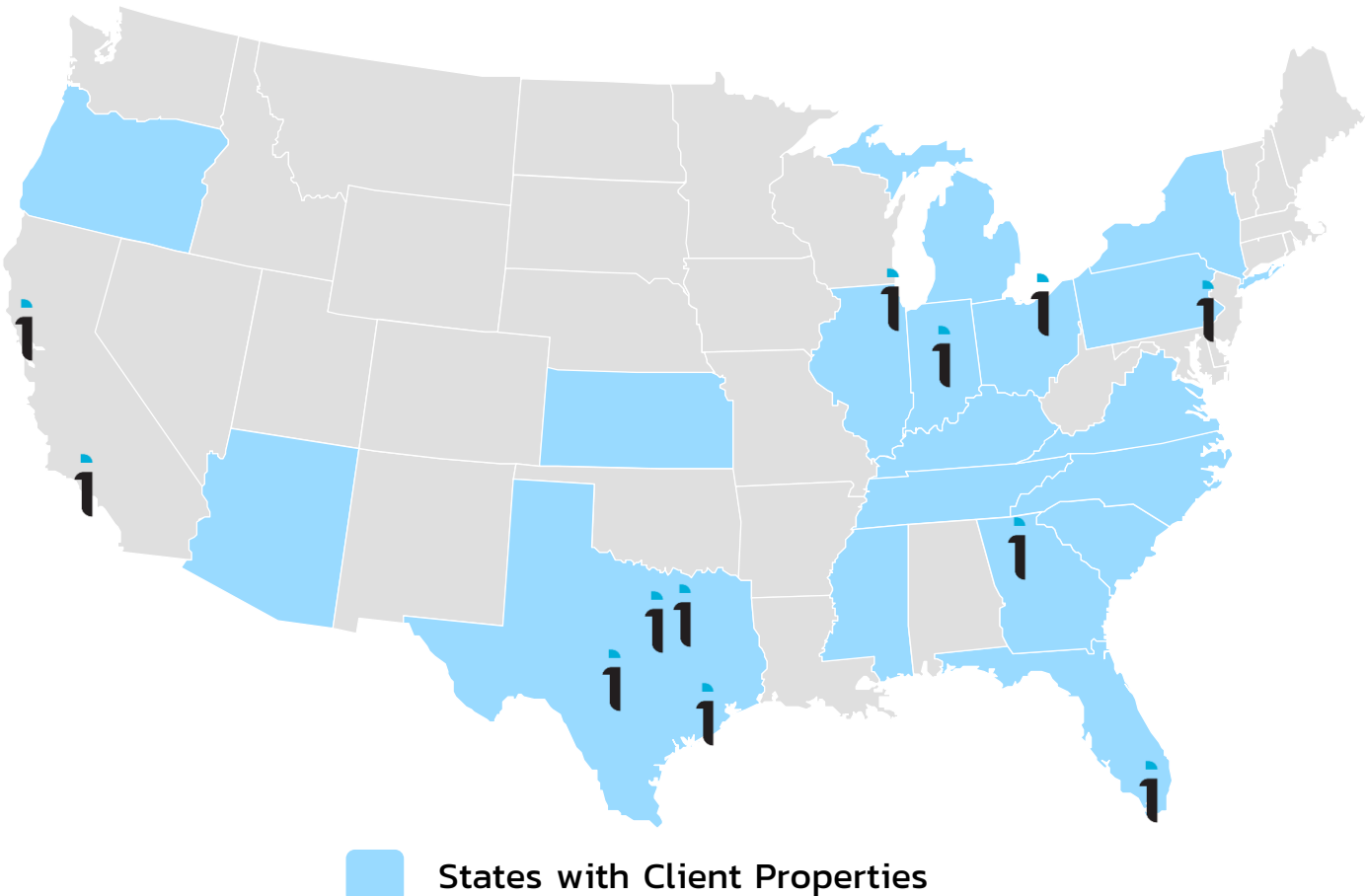
<b>Average Property Value</b>	<b>Active Appeals</b>	<b>Resolved Appeals</b>	<b>Tax Savings on Resolved Appeals</b>	<b>Value Reduction on Resolved Appeals</b>
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*\*As the large amount of active appeals with these new clients begin to resolve, the tax savings on resolved appeals will increase exponentially*

# Case Study – Nationwide Institutional Investor

## Timeframe from Onboarding: 18 Months

This institutional investor of high-quality real estate assets approached Invoke personnel due to previous relationships. Concerned with lack of transparency and tax savings from the incumbent, Invoke was able to win this engagement by showcasing our property tax management software and identifying missed opportunities within their portfolio. As our Client launches new funds, Invoke is their go-to provider for all property tax needs.



**18**  
States

**100**  
Properties

**168**  
Parcels

### Key Statistical Highlights

**\$22.5M**

**70\***

**34**

**\$3.74M\***

**19.4%**

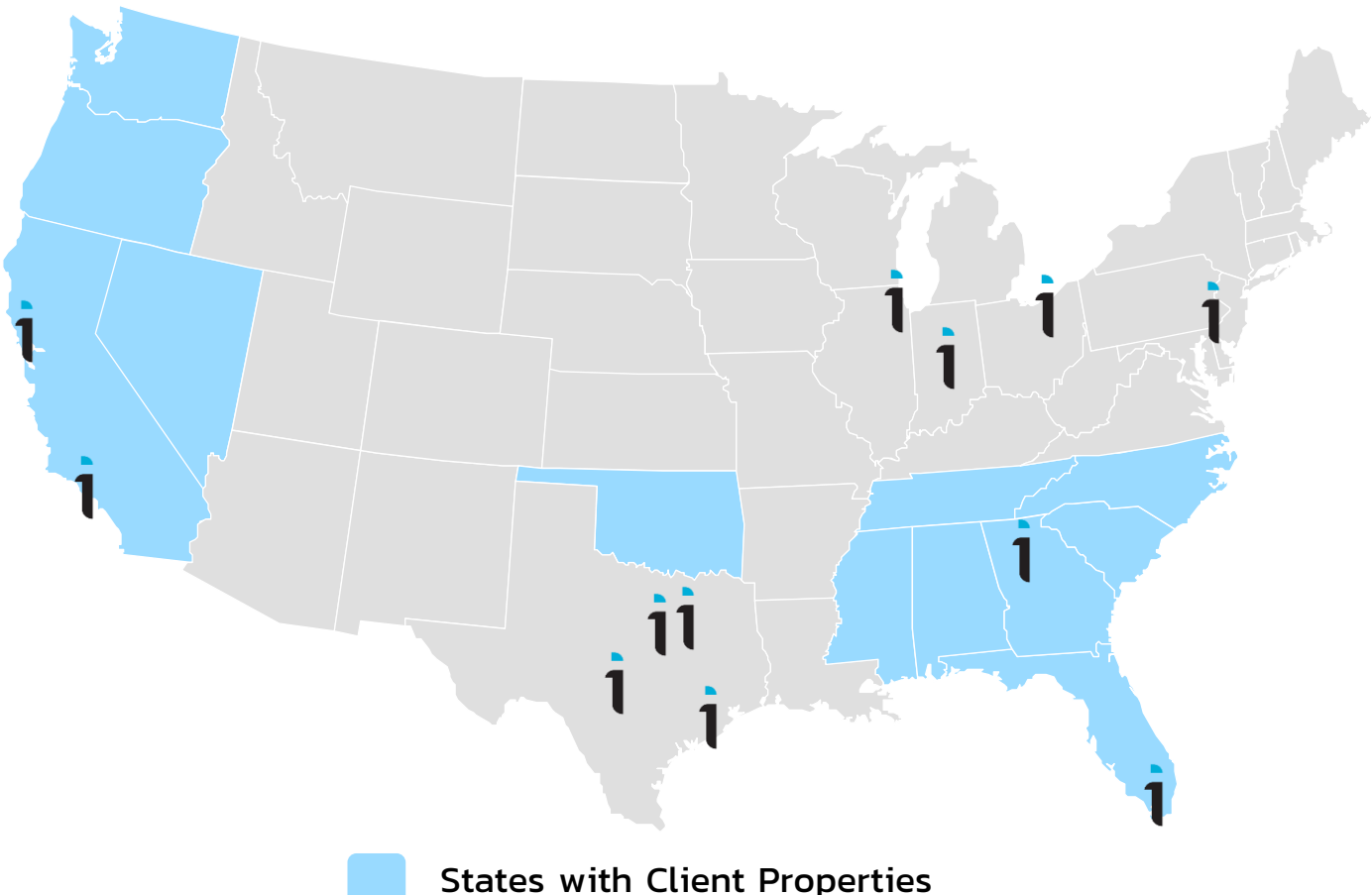
Average Property Value	Active Appeals	Resolved Appeals	Tax Savings on Resolved Appeals	Value Reduction on Resolved Appeals
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*\*As the large amount of active appeals with these new clients begin to resolve, the tax savings on resolved appeals will increase exponentially*

# Case Study – Fortune 1000 Diverse Property Operator

## Timeframe from Onboarding: 18 Months

This Fortune 1000 client approached and ultimately engaged Invoke due to a previous connection with their now Relationship Manager. A big driver towards selecting Invoke was our local expertise in the Southeast and California. Since the initial engagement, our Client had awarded us more than 50 additional properties (and counting) across several new states as a result of superior tax savings achieved and client service.



**13**  
States

**208**  
Properties

**298**  
Parcels

### Key Statistical Highlights

**\$18.6M**

**144\***

**18**

**\$430k\***

**12.5%**

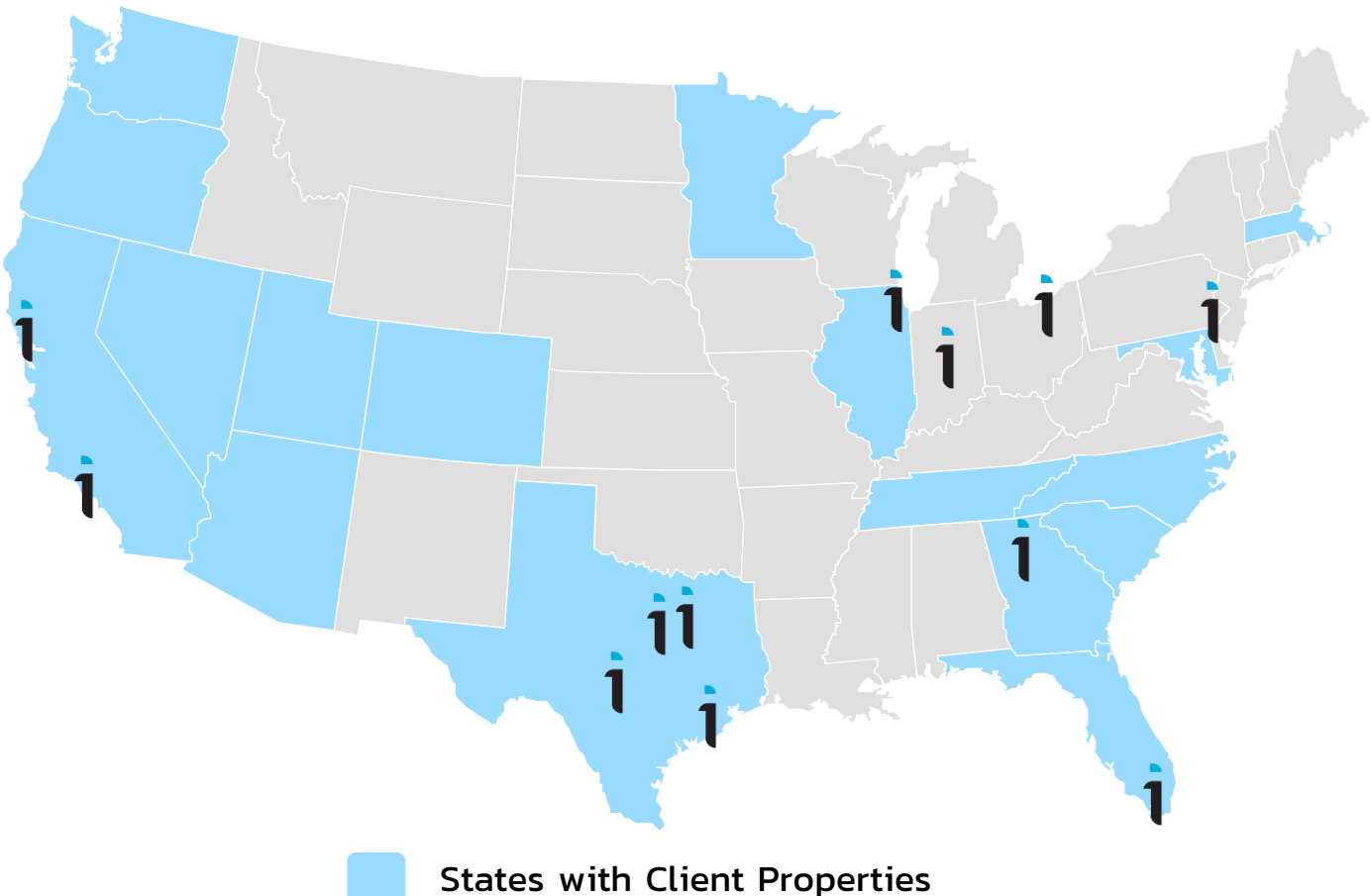
<b>Average Property Value</b>	<b>Active Appeals</b>	<b>Resolved Appeals</b>	<b>Tax Savings on Resolved Appeals</b>	<b>Value Reduction on Resolved Appeals</b>
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*\*As the large amount of active appeals with these new clients begin to resolve, the tax savings on resolved appeals will increase exponentially*

# Case Study – Nationwide Developer/Operator/Investor

## Timeframe from Onboarding: 6 Months

This developer, operator, and investor of nationwide commercial real estate assets invited Invoke to an RFP after experiencing continued frustration with their incumbent, a well-known industry provider. A driving factor towards deciding to move their portfolio over to Invoke was our ability to showcase our local talent's ability to service their assets in every market, and our capabilities to offer a full-suite of property tax solutions across their portfolio.



**17**  
States

**190**  
Properties

**201**  
Parcels

### Key Statistical Highlights

**\$7.8M**

**82\***

**18**

**\$906k\***

**18.4%**

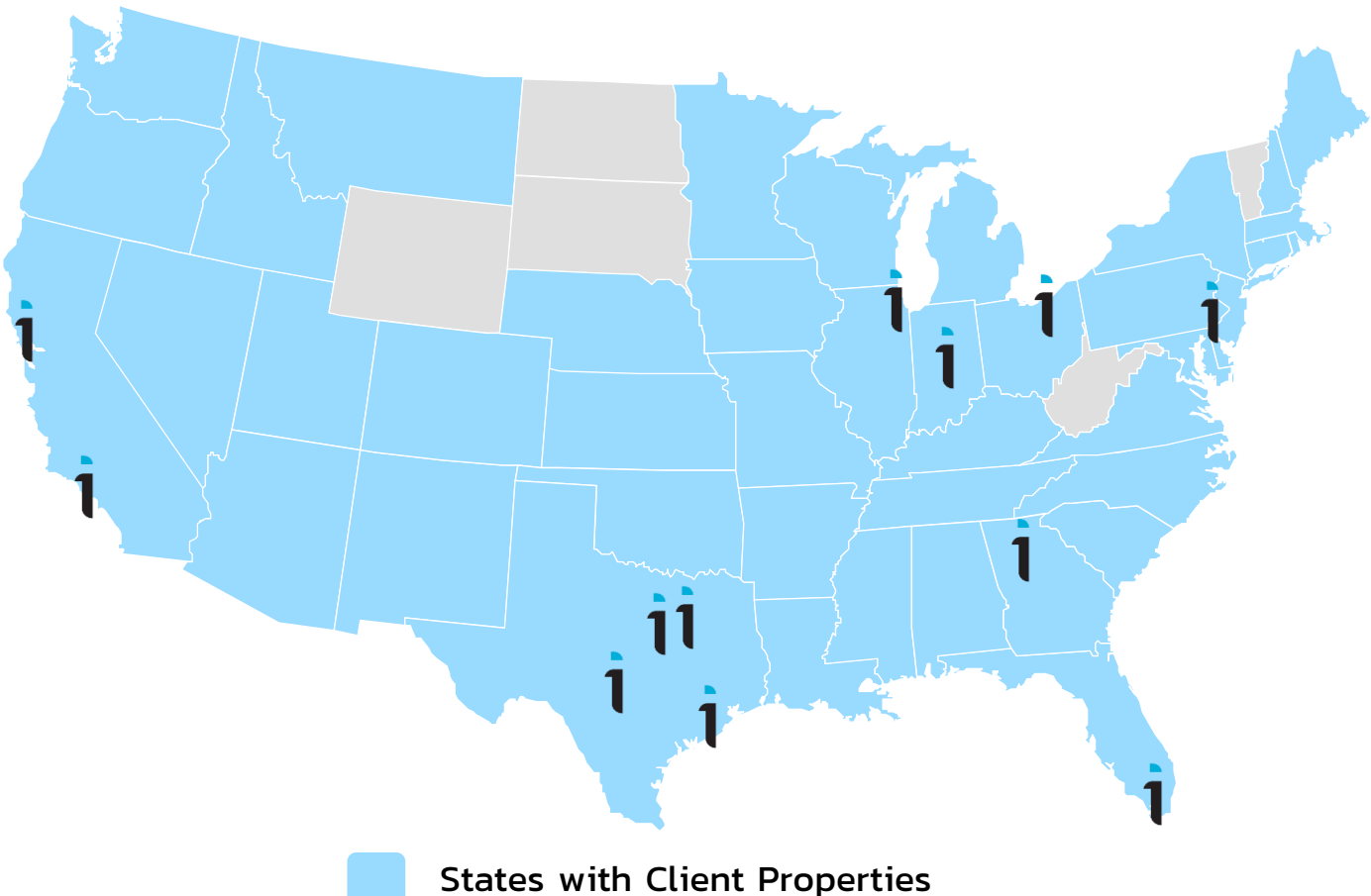
<b>Average Property Value</b>	<b>Active Appeals</b>	<b>Resolved Appeals</b>	<b>Tax Savings on Resolved Appeals</b>	<b>Value Reduction on Resolved Appeals</b>
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*\*As the large amount of active appeals with these new clients begin to resolve, the tax savings on resolved appeals will increase exponentially*

# Case Study – Legacy Invoke Portfolio Client

## Timeframe of Results: 4 Years

As a longstanding client of Invoke's, this owner/operator of real estate assets across nearly all 50 states has steadily expanded our partnership over the years. At this point in time Invoke averages nearly \$2M in property tax savings annually increasing steadily as their portfolio grows. The relationship built with this brand-name organization is a testament to Invoke's ability to provide exceptional client service and results year after year.



**44**

**States**

**690**

**Properties**

**753**

**Parcels**

### Key Statistical Highlights

**\$6.3M**

**250**

**471**

**\$9.6M**

**13.6%**

**Average Property Value**

**Active Appeals**

**Resolved Appeals**

**Tax Savings on Resolved Appeals**

**Value Reduction on Resolved Appeals**