



- ▶ Recovering tax arrears can take an enormous amount of staff time.

**But it doesn't have to.**

# We'll do it for you

Part XI of the *Municipal Act* provides processes for recovering the taxes on properties that are in at least their second year of arrears. However, the many steps involved in these processes are extremely time-consuming. They also require specialized expertise and software.

In 1996 Realtax pioneered a turnkey tax recovery service that saved municipalities an unprecedented amount of time. Now more than 200 municipalities are using Realtax.

## And you can recover our fees

### RECOVER YOUR TAX ARREARS

Our success rate is more than 95%.

### COST RECOVERY

When the taxes are paid you recover our fees.

### SAVE DOZENS, HUNDREDS, OR THOUSANDS OF HOURS OF STAFF TIME

We'll save you at least three quarters of the time that's required.

### ADDED EXPERTISE

Realtax is the most knowledgeable team of tax recovery professionals in Ontario.

When you use Realtax you gain the unique experience and expertise of our team. We don't require a contract—you can use us whenever you like, with no ongoing commitment. More than 200 municipalities send us work year after year not because of contractual obligations, but because they absolutely love what we do for them.

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*“Jeff has hired a highly reliable, knowledgeable, customer-driven staff. I've always received excellent service.”*

– **John DeSanto**  
Property Tax Supervisor  
City of Vaughan

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*“I would never want to do a tax sale without the Realtax team. They save me so much time, and their service and expertise are beyond compare. And we recover their fees.”*

– **Stan Spadoni**  
Treasurer/Deputy Clerk  
Township of Terrace Bay



## Recover your tax arrears

Realtax has already recovered the tax arrears on more than 30,000 properties. The arrears were recovered on more than 90% of these properties without conducting a tax sale.

## Positive cashflow

On over 30% of these properties, the arrears, and our fees, were recovered within 60 days. This quickly put the municipalities in a positive cash flow position.



## Save dozens, hundreds, or thousands of hours of staff time

Conducting tax registrations on 4 or 5 properties will add up to dozens of hours of staff time. If you have dozens of properties that are 2 or more years in arrears, you could be looking at hundreds of hours of work.

## The art of saving you time

Creating all the documents for you, conducting the title searches, taking care of registrations, registered mail, and tracking statutory deadlines—that's just the beginning. We've analyzed every step of the tax registration and tax sale processes, in minute detail, to create a multitude of ways to save you time.



## Recover our fees

When the taxes are paid, or the property is sold, you fully recover our fees. The only time that you don't fully recover our fees is if a property is advertised for tax sale but no one buys it. If that happens, the school board and the upper-tier must refund you a proportionate share of the taxes that you remitted to them.

## You charge HOW MUCH for phone calls?

We don't charge hundreds of dollars per hour for phone calls. We don't charge anything at all. When you have a question, don't spend your time pouring over legislation, regulations and case law so that you can avoid incurring extra charges. Just contact us. We probably know the answer already, and we don't charge for phone calls, emails or faxes.



## Added expertise

The 13 members of our team include Municipal Tax Administration Program graduates, law clerks, title searchers, former MPAC and Teranet employees, and staff members with backgrounds in mapping, surveying, and management.

## Keeping professionals informed

We review new legislation, regulations and forms for the Province. We write reviews of changes to legislation and procedures for our clients. We teach tax sale-related workshops for AMCTO, MFOA, OMTRA, MMAH, and Seneca College.

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*“Realtax’s expert professional staff has delivered results for us. We’ve seen a positive increase in our cash flow position and reduced tax arrears by more than 20%.”*

- David A. Stewart  
Treasurer/Deputy CAO  
Municipality of Hastings Highlands