

Hintikka Consulting and Legal Services

Firm Uses CoStar to Deliver Expert Property Tax Guidance to Clients

Hintikka Consulting and Legal Services delivers professional property tax assessment guidance to clients across Ontario.

Founded by Mathias Hintikka, Principal and Licensed Paralegal, the firm is relied upon by various companies to review their Municipal Property Assessment Corporation (MPAC) assessments to confirm the stated value of their properties. Often, the firm is able to reduce the property taxes owed on a yearly basis by revealing their properties' value is too highly assessed, saving them thousands of dollars.

CoStar Delivers a Full Information Solution

Hintikka uses CoStar to easily access expertly researched and verified sales data. He uses this data to develop his detailed property assessments. In particular, he is able to pull sale comp information for similar properties in a designated area using filters including purchase amount and other circumstances around the sale.

"I rely heavily on true owner information to prepare my analysis," says Hintikka. "Using CoStar, I've often found that true owner information differs with what the MPAC has noted. CoStar peels back the layers of the properties in question and gets the ownership information, which is critical to analyzing sales."

A One-Stop Research Shop

Hintikka relies on his CoStar researcher contacts to get the specific property and sale information he requires. "I consider CoStar researchers as my own assistants – I reach out to them regularly for information, and I always hear back within 24 hours."

By using CoStar, Hintikka does not have to subscribe to multiple data sources for information. "When working for my previous employer, we subscribed to four different commercial real estate data services to get the essentially the same information as CoStar. Now, CoStar has allowed me to generate more revenue and do twice as many deals a

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“CoStar provides a one-stop shop, and their researchers are first-class. They are leaders in the industry,” he adds.

Faster Closings Mean More Business

Since Hintikka generally works on a contingent basis, he receives commissions when deals close; his ongoing goal is to generate more deals and reduce the closing cycle in order to receive his commissions as quickly as possible while building his business and trusted reputation.

“With CoStar, I’m able to close files 30 to 60 percent more quickly than without it, often with very little back-and-forth negotiation with assessors,” Hintikka says. He adds that in the past, an average deal would take between three and six months to close, with much negotiation involved.

“I’m able to close deals more quickly now, sometimes in as little as two months’ time,” he explains. “The reports I generate through CoStar are convincing, thorough, and comprehensive – which allows the assessment process to move along quickly. I rarely have to step foot in an assessor’s office. I send them the CoStar reports, along with my analysis, and in many cases the matter resolves very quickly. This is a huge win.”

Hintikka Uses CoStar as a Prospecting Source

“I can generate leads using the CoStar database, which leads to new clients,” he says. “The true owner contact information is the piece missing from most other commercial real estate data providers – and it’s the biggest differentiator I can leverage when developing new business.”

“CoStar wants me to be successful,” he says. “They’re always reaching out to offer support and ongoing training. I’ve yet to hear ‘no’ to any requests I send, and I send many. It’s better than having my own staff.”

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