

**MICHAEL S. HAGEN**  
**BROKER/OWNER, TAXCUTS1, INC. (“Cutting YOUR Property Taxes”)**  
**ATTORNEY, HAGEN LAW FIRM (“Real Estate Law Strategies”)**  
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**MikeHagen.com and TaxCuts1.com**

**PROFESSIONAL EXPERIENCE**

**2003-2013 HAGEN LAW FIRM, Owner**

**Hagen Law Firm is a 2 attorney, 3 paralegal, full services transactional and litigation real estate law firm.** Emphasis on property tax appeals and disputes, land use/development law, short sale negotiation, foreclosure defense, real estate law, civil litigation, business formations, wills, trusts and probate, bankruptcy.

**Property tax practice** includes administrative appeals (Value Adjustment Board), agricultural exemptions, homestead issues, tangible personal property matters, property tax reduction planning and property tax Circuit Court litigation.

**Real estate practice** includes a strong focus on short sale negotiation, commercial and residential buyer/seller contract drafting, negotiation and representation, foreclosure defense, tax deed related issues (including quiet title actions-Circuit Court lawsuits required to obtain clear title), probate, buyer/seller disputes, real estate litigation, local government law.

**2003-2013 Broker/Owner, TAXCUTS1, INC. a FL Lic. Real Estate Corp.**

**Specializing in property tax consulting, Value Adjustment Board (“VAB”) administrative valuation appeals and broker price opinions of value.**

**2012: Obtained very large reductions for gulf-front timeshare, gulf-front hotel, warehouses, homes and more.**

**2011: 75% of appeals resulted in value reductions**

**2010:** Waterfront land and industrial appeals were a primary focus in tax year 2010.

**2009:** Hotel, vacant land, flex-warehouses were primary focus in this successful year of appeals.

**2008:** Obtained sizeable reductions via negotiated settlements and VAB hearings on Lee County shopping centers, restaurants, warehouses, boat slips, land, condos and other parcels.

**2007:** Significant favorable results obtained in Lee and Collier counties for marinas, apartment complexes, office buildings, anchored shopping centers, vacant land and luxury homes.

**2006:** Successfully challenged assessments in a five county area.

**2005:** Achieved an 85% success ratio in obtaining tax reductions on petitioned properties.

**2004:** Property tax reductions were obtained in three counties and included hotels, apartments, warehouses, vacant land and upscale residential properties.

**2003:** Commercial and residential assessments were appealed with 155 reductions obtained. Numerous properties represented with clients including national home builders, hoteliers and major commercial real estate investors.

**1994-2003 HOUSE COUNSEL, LEE COUNTY PROPERTY APPRAISER**

**Duties included:**

**(1) Representing the Property Appraiser in 130 ad valorem (property tax) Circuit Court lawsuits and appeals. The valuations at issue ranged up to \$350,000,000;**

**(2) Participating in and directing the Property Appraiser’s presentations at 1000+ Value Adjustment Board hearings at which property owners contest, and the Property Appraiser**

defends, property tax assessments before a hearing officer;

**(3) Administering/supervising the Property Appraiser's Commercial, Exemption, Public Service, Data Auditor and Agricultural Classification departments**, with direct managerial responsibility for as many as 28 employees at a time.

### **1985-1993**

#### **SOLE PRACTITIONER/REAL ESTATE BROKER, FT. MYERS, FL**

Legal practice focused on real estate including land use/development, real estate closings, title work, contract negotiation and preparation;

Real estate brokerage activities included ownership and management of a real estate brokerage, employing up to eight agents and marketing and selling vacant and improved properties from Fort Myers to Naples.

#### **CORPORATE COUNSEL, BROKER, SALES MANAGER**

##### **LARGE LOCAL BUILDER/DEVELOPER, CAPE CORAL, FL**

Legal duties included presentations at land use/zoning hearings before Lee County and City of Cape Coral councils, land use law, spearheading residential development projects and negotiating and preparing real estate agreements;

Real Estate Brokerage and management duties included hiring, training and oversight of sales staff and real estate brokerage.

#### **ATTORNEY, REAL ESTATE DIVISION**

##### **FORT MYERS, FL REAL ESTATE LAW FIRM,**

Duties included providing counsel to and representation of governmental entities at public hearings, representation of property owners at land use/zoning hearings at local governments and zoning boards, legal research and writing, real estate title work and closings.

### **DESIGNATIONS/ACTIVITIES**

#### **\*AV rated attorney by Martindale Hubbell**

\* Florida Bar member, 1985-present.

\* Licensed Florida Real Estate Broker, 1987-present.

\* Realtor, Realtor Association of greater Fort Myers and the Beach

\* Sarasota County Value Adjustment Board ("VAB") Special Master 2003.

\* Glades County Value Adjustment Board outside counsel 2005-2006

\* Fort Myers Code Enforcement Board member 2003-2004.

\* Certified Florida Evaluator (CFE) designation issued by FL Dept. of Revenue (requiring +/- 160 hours of class time), held 1995-2003 (expired 8/03).

\* Admitted to practice in Federal Court (Middle District of Florida), all FL state courts.

\* FL Mediation 48-hour training course completed 2003.

\* Authored articles for, or featured interview source, in Fort Myers News-Press, St. Pete Times, Cape Coral Breeze, Suite Life magazine and local affiliate Fox News

\* **Conference speaker: 2012 Attorneys Title Fund Annual Conference "FL Property Tax Appeals"**, IAAO 2003 "Are the 3 Approaches To Value Always Required?"

### **EDUCATION**

\*Bishop Verot High School, Fort Myers

\*University of Florida, Gainesville, BA degree

\*Stetson University College of Law, St. Petersburg, Law Degree