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PLEASE READ THIS ENTIRE LETTER

Dear Friend:

1. I have written time and time again asking you to fax me any letters you receive from the IRS or any other governmental agencies before you call me. Apparently there are a few of you who never read my letters or pay any attention or you must think that it does not apply to you since you are such a special person to me. However, as intelligent as I may be, it is impossible for me to answer questions without seeing the document to which you are referring first. I laugh every time someone calls me FIRST about a letter they just received from the IRS, only to find out the letter was from PA or some other taxing authority, not even the IRS. PLEASE, fax or mail and then call me.
2. **Refinancing.** Many of you may be refinancing right now and you may be aware that I own a title insurance agency in Chadds Ford and Media. We go anywhere for a settlement at any time that is convenient to everyone. We can get better rates than anyone else using approved attorney rates. If you are refinancing or buying a new property in Pennsylvania or New Jersey, please contact my title office first at 610-459-9001. If your current interest rate is over 7% or if it will adjust in the next few years, you should seriously look into refinancing. You can save hundreds of dollars per month.
3. **Real Estate Tax.** Tax assessment appeals are becoming even more prevalent now that values are going down. Therefore, you should take a look at your own tax assessment on your property. In Delaware County the assessment should be 60% of your value and in Chester County and Montgomery County, 50%. Estimate your property's value, multiply it by the appropriate percentage and compare that to your assessment. If you are over-assessed, you should contact me immediately. If you are under-assessed, you should do nothing. If your home is in other counties in PA call me, if in other states, look into your state website to see what the Common Level Ratio is for your particular community. Almost every state has similar ratios to apply to determine if you are overassessed. Don't just assume that your assessment has a direct 1:1 relation to the value of your home. It is generally not that simple.

If I can be of any service to you please call me at your convenience.

Respectfully,

DJW/cmjg

DONALD J. WEISS, ESQ.