

## **ABSTRACT**

*Tax avoidance is one of the causes of low tax revenue in Indonesia, especially in the property and real estate sectors, which are among the largest contributors to tax revenue but show low tax compliance. This study aims to analyze the influence of internal factors, including sales growth, fixed asset intensity, operating cash flow, and the financial expertise of directors, as well as external factors such as inflation, foreign share ownership, and audit opinions on tax avoidance practices. Tax avoidance is measured using the Effective Tax Rate (ETR) proxy, with the research subjects being property and real estate companies listed on the Indonesia Stock Exchange (IDX) from 2018 to 2023. This research method uses a quantitative approach with secondary data analysis obtained from company financial reports. The results of this study are expected to provide input for tax authorities in understanding the factors that influence tax avoidance and improving more targeted taxation policies.*

*This study uses a quantitative method with a multiple linear regression approach. Data was obtained from the financial reports of 23 property and real estate companies selected through purposive sampling during the period 2018-2023. From a total of 115 initial data points, the outlier identification process using the Casewise Diagnostics feature resulted in 95 data points suitable for analysis. The data used were secondary data taken from the official website of the Indonesia Stock Exchange and the official websites of each company. Data analysis was performed using descriptive statistics, classical assumption tests (normality, multicollinearity, heteroscedasticity, and autocorrelation tests), and multiple linear regression to test the effect of independent variables on company value.*

*The results show that the sales growth variable has a significant positive effect on the Effective Tax Rate (ETR), while fixed asset intensity has a significant negative effect on the Effective Tax Rate (ETR). Conversely, operating cash flow, financial capabilities of the board of directors, inflation, foreign share ownership, and audit opinions have no significant effect on the ETR. This study has limitations in terms of data availability due to the limited number of companies that met the criteria during the observation period. Additionally, some company data were incomplete, thereby restricting the scope of analysis for all variables studied.*

*Key words: Effective Tax Rate, Sales Growth, Fixed Asset Intensity, Operating Cash Flow, Management's Financial Competence, Inflation, Foreign Share Ownership, Audit Opinion*