

TAX SALE TIMES



Tax Sale Resources is revolutionizing the tax sale industry by making accurate tax sale information and premier resources easily accessible to investors and other tax sale industry professionals.



CHECK OUT THESE STATES

Illinois: Illinois is a tax lien state and has the highest rate of return in the country with an 18% interest rate every six months! Its redemption period is 2 - 2 1/2 years depending on what type of property the parcel qualifies as; however, the interest rate is bid down at the sale. Remember to register at least 10 business days prior to the start of the tax sale. For more information on sale dates, please go to:

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=16

New Jersey: This is New Jersey's second busiest time of the year with both standard and accelerated sales being held. This is a tax lien state with an interest rate of 18% per annum and a redemption period of two years. TSR offers tax sale data for both types of sales and we are continuously populating sale dates, date changes, and time changes. Check out the Calendar and News and Updates regularly for any and all changes.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=33

South Carolina: This is a redeemable deed state with a one year redemption period and a 3% return every quarter. The sales usually take place on the first Monday of each month. Tax sales in South Carolina are also known as Forfeited Land Commission Sales. For more information visit:



http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=45

Upcoming Tax Sales in Arizona: Although not until February, TSR is preparing for a busy tax sale season in Arizona. This is a tax lien state with an interest rate starting at 16% and a redemption period of three years. The interest rate is typically bid down at the sale. As we enter the Holiday Season, make sure to keep checking for News and Updates in this state. Be sure to contact us at support@taxsaleresources.com if you are interested in a particular county. As always, we will do our best to accommodate your investment needs!

For more information about upcoming tax sale states, please visit us at www.taxsaleresources.com OR check out our blog at <http://thetaxsaleresource.wordpress.com/>.

INDUSTRY NEWS

We would like to share interesting information, news, and events going on throughout the tax sale industry. Please click on the following links and note the sources.

- Buying trouble at tax sale: <http://www.detroitnews.com/article/20131101/BIZ/311010046>
- Red Bank, New Jersey Continues Electronic Tax Sales Following Overwhelming Success During Hurricane Sandy: <http://www.4-traders.com/news/Red-Bank-New-Jersey-Continues-Electronic-Tax-Sales-Following-Overwhelming-Success-During-Hurricane--17575558/>
- Judge said he doesn't have authority to remove tax lien from Shamokin apartment complex: <http://newsitem.com/news/judge-said-he-doesn-t-have-authority-to-remove-tax-lien-from-shamokin-apartment-complex-1.1594252>
- Margate man, two Northfield companies indicted in tax lien auction conspiracy: http://www.pressofatlanticcity.com/news/breaking/margate-man-two-northfield-companies-indicted-in-tax-lien-auction/article_71916f1e-5198-11e3-ae26-0019bb2963f4.html

ACCESS Tax Lien Talk 2013 – The Premier Networking and Thought Leadership Conference for Tax Lien Professionals

By: Thomas McOsker



Well, it's over. We met. We cocktailed. We made some killer guacamole. We learned. We networked. We cooked a pig. We made a difference.

What? Wait, it's not over! There's more!

Sure this year was the best ever. Record attendance. [First annual ACCESS Innovation Awards](#) (thank you Capital One and congrats to our winners). Interviews with speakers and attendees (check back on the ACCESS website soon for these). There were also massive amounts of deals closed in Scottsdale, but that's not all...

ACCESS Tax Lien Talk was designed to provide our participants with access to tax lien industry resources, not just for 3 days, but 365 days a year. Our goal is to continue to build a robust community where we can discuss the ever-changing tax lien industry and foster relationships that will help us all grow our businesses.

With that, here is what you can do:

Complete Our Evaluation. Your feedback is **VERY** important and we encourage you to take a moment and let us know what you liked, didn't like, and what we can do better. You're busy. We get it. So it will only take about 30 seconds.

Connect on Social Media. We have created a presence on LinkedIn, Facebook, Twitter, and Google+. No matter what your preferred network is, we will be there to have a conversation.

Invite a friend to Connect with us. The more people talking to each other, the richer the community.

Follow up with each other. Make sure to reach out to someone you met at ACCESS and see how you can work together.

Donate to Habitat for Humanity. As you heard, Habitat is the perfect place to contribute property and help give someone a new home. Contact Roger Schwierjohn at rogers@habitataz.org for details on how to donate.

Access Great Content. Many of the presentations can still be found on the app. Go to <http://bit.ly/ACCESSMobileApp> (case sensitive) for instructions. Also, stay tuned for more information on how to view replays of all the sessions.

Our sincere thank you to our incredible sponsors, including the rock star Tax Sale Resources team, as well as everyone who participated.



ACCESS Tax Lien Talk 2013 – The Premier Networking and Thought Leadership Conference for Tax Lien Professionals...continued

By: Thomas McOsker

It wouldn't have been the same without you.

See you soon!

Tom McOsker & the ACCESS Tax Lien Talk Team

About the Guest Author: Thomas McOsker is President and co-founder of BloxTrade, a dynamic online market-place built for listing, trading, analyzing, and servicing esoteric asset classes that trade in pools, or blocks (blox).

BloxTrade empowers established and emerging managers by providing institutional access to BloxTrade Pro; Our independent, hybrid, secondary marketplace for tax liens and tax deeds, and to BloxTrade Prime; The only consolidated access point for pre-trade, servicing, and post-trade prime services for liens and deeds. These two platforms combine to create the world's first full service broker for tax liens and deeds. For more information about BLOXTrade visit www.bloxtrade.com.

Mr. McOsker also owns the ACCESS Tax Lien Talk conference series, and produces premier networking and thought leadership events nationwide for tax lien professionals. For more on the latest conferences visit www.accessslt.com!

2013 YEAR IN REVIEW AT TSR

Tax Sale Resources is happy to share its accomplishments during this past year with its loyal members and fellow tax sale industry professionals.

- **TSR now has over 11,400 current users on its website!**
- **Historical Data:** TSR started offering historical tax sale lists in 2013. The benefits of using historical tax sale lists include the following:
 - Investigate average lien amounts from past sales to see how many could potentially fall within certain investing parameters.
 - Analyze past sales for land use codes to find out what type of parcels typically go to sale in a specific jurisdiction.
 - Look at past land & improvement values to get a sense of average assessed values in a specific jurisdiction.
 - New investors can use historical data to look at what type of data is available in certain jurisdictions for future purchases of data.
 - New investors can use a historical list as a practice list for due diligence purposes.

For more information about historical tax sale lists, please contact us at support@taxsaleresources.com.

- **Over the Counter Lists:** TSR introduced Over the Counter Lists in 2013. We are offering discount pricing for bulk orders. Please contact us today at support@taxsaleresources.com if you are interested in an OTC list in a particular state or jurisdiction.
- **Quality Control:** TSR enhanced its quality control, creating an entirely new department in 2013. In order to ensure we are offering the best possible products and services, it was imperative for us to create an advanced quality control system. The system and processes are in place to achieve maximum potential data match rates with 100% accuracy.

2013 YEAR IN REVIEW AT TSR...continued

- **TSR updated its website:** With changes still being made, TSR updated the design of its website. There are also several new pages such as the About Us, FAQ's, and Meet our Team pages. Visit our website today at www.taxsaleresources.com and check out some of the user friendly design changes. We are always open to suggestions, so please do not hesitate to contact us if there is a website design change that will improve your experience at TSR.
- **TSR enhanced its monthly & yearly memberships:** TSR has enhanced its monthly and yearly memberships by adding value! The monthly and yearly memberships now include the following products, services, and resources:
 - Premier Customer Service
 - Nationwide Tax Sale Calendar
 - Tax Sale Resource Directory
 - Monthly Industry Newsletter
 - Entity Contact Information
 - Due Diligence Short Cuts
 - State Statutes & Sale Process
 - Complimentary Premium List for New Members
- **Additional Customer Sales Representatives:** In 2013, our Marketing Department worked hard to bring five additional Customer Sales Representatives (CSR's) on our team. TSR's Customer Sales Representatives work directly with customers to make sure that all of their tax sale data needs have been met. They are available to answer questions, receive and deliver list orders, etc. We would like to welcome the following CSR's (pictures below are shown left to right): Data Acquisitions Director: Autumn La Duke, Marketing & Finance Director: Carissa Jenkins, Marketing Specialist: Kerstin Grund, COO: Rachel Seidensticker, and Customer Sales Representative: Suzanne Berg. To learn more about our Customer Sales Representatives, check out their LinkedIn profiles by clicking on their pictures below or contact marketing@taxsaleresources.com.



- **Tax Sale Times Classified Ads:** In 2013, TSR started offering advertising in its Tax Sale Times monthly e-newsletter. We understand how difficult it is to advertise within the tax sale industry, therefore we created a section specifically for professionals and businesses to advertise their products and services. Reaching over 14,500 industry consumers and professionals, the classified advertisements have been very beneficial. Please contact our Marketing Department at marketing@taxsaleresources.com for more information. The 2013 classified advertisers are listed below.
- **New Google + page:** TSR launched its new Google + page this year! We invite all of our members to connect with us and participate in our online tax sale community. TSR posts tax sale information and updates, industry news, links to our website and much more. Connect with us today at <https://plus.google.com/+Taxsaleresources/posts/>

TSR has worked hard this past year making its products and services easily accessible to members while enhancing the value. We understand how important tax sale data is to investors and that it is the key to successful due diligence. We are going to continue bringing our members tax sale data and resources that are relevant and helpful for their tax sale investing. We encourage you to contact us if you have any special requests beyond what TSR is currently providing. Please feel free to call us at (877) 982-9725 or e-mail us at support@taxsaleresources.com.

We would like to thank our members for a memorable year! We are excited to connect with you in 2014 and to continue providing the products, services, and resources you need!

Sincerely,
The TSR Team

TSR BLOG



In 2013, TSR brought you some of the following blogs. If you have any suggestions or want to see anything in particular for our blog in 2014, then please do not hesitate to contact us at marketing@taxsaleresources.com!

- A Guide to South Dakota Tax Sales
- How to Use TSR's Advanced Tax Sale Search
- A Guide to West Virginia Tax Sales
- TSR FAQs
- A Guide to New Jersey Tax Sales
- Tax Sale Resources Enhanced vs. Premium Lists
- A Guide to Colorado Tax Sales
- A Guide to South Carolina Tax Sales
- Indiana Tax Sale Seminar Review
- A Guide to Illinois Tax Sales
- Quick Tips for the Washington D.C. Tax Sale
- A Guide to Missouri Tax Sales
- A Guide to Arkansas Tax Sales
- A Guide to Florida Tax Sales
- Tax Lien Servicing Software: Challenge or Opportunity? By Frank Natale, CEO, VADAR Inc.

**Click Here
to Visit TSR's Blog**



2013 INDUSTRY CLASSIFIEDS

<p>Looking to acquire lien portfolios in FL, IN, SC, IL, NY, OH, CT, KY with aggregate value greater than \$250K, or individual liens greater than \$25K</p> <p>Contact: purchasing@lienservicing.com</p>	<p>Florida REO liquidation.</p> <p>All land.</p> <p>Quit claim only. Cheap cheap dirt.</p> <p>305-512-1170</p>	<div style="text-align: right;">  </div> <p>Nationwide! TAX TITLE SERVICES CAN QUALIFY TAX DEEDS TO TITLE INSURANCE WITHOUT A QUIET TITLE ACTION. THE PROCESS USUALLY TAKES 45-60 DAYS.</p> <p style="text-align: center;">www.taxtitleservices.com</p>
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KALOM LAW FIRM, PLLC

"We Know Mississippi"

T. Mitchell Kalom, C.F.P., M.B.A., J.D., LL.M

30 Years Hands On Experience

YOUR MISSISSIPPI TAX SALE AND
TAX TITLE AUTHORITY

[\(228\) 285-0062](tel:228-285-0062)

MitchKalom@KalomLaw.com

www.KalomLaw.com

Not only were these classified ads featured in the Tax Sale Times e-newsletter, but they were also sent to all paying TSR members two weeks after the newsletter was published via e-mail.

If you are interested in running a classified ad in 2014, please contact us at marketing@taxsaleresources.com!

WHAT'S NEW AT TSR IN 2014?

- TSR is excited to announce a **new product** that will be provided in the monthly & yearly memberships! The TSR team is currently working on a comprehensive database that will allow members to search, find, and download As Received Tax Sale Lists in Excel format! Many data companies charge for this data in Excel format, but not TSR! For more information, please continue checking our website and social media pages for updates, or contact us at support@taxsaleresources.com.
- TSR will be bringing more **customization** to members in 2014! Today, investors spend a substantial amount of time on due diligence when it comes to investing in tax sale properties. Since every state and most all jurisdictions operate differently, each tax sale has different rules and regulations. That makes for a lot of work on the investors end. At TSR, we understand how the investing criteria changes from state to state and jurisdiction to jurisdiction. Therefore, we are striving to meet the needs of the modern day tax sale investor. Stay tuned for more information. In the meantime, if you need something that we do not currently provide, then please contact us. It would be our pleasure to be able to provide you with the exact criteria you are looking for. Again, please feel free to call us at (877) 982-9725 or email us at support@taxsaleresources.com.

INDUSTRY TOOLS

TSR was happy to share many valuable 2013 tax sale industry events! We are looking forward to another year of outstanding events and will share them with you in the Industry Tools section of the Tax Sale Times newsletter and through our social media pages, as they are scheduled.

Please remember to check out TSR's Resource Directory as it is updated monthly! This directory gives our members full access to listings of businesses, professionals and resources related to the tax sale industry. It is available at no cost and is a simple tool to navigate. Members can also easily locate products and services unique to our industry without the hassle of using a general Internet search engine. It also provides direct links to the websites that are specific to each listing. The Resource Directory includes listings in each of the following categories:



- Attorney's/Quiet Title Services
- Auction Websites/Collection Services
- Educational Resources
- Investment Funds
- Portfolio Tracking Software
- Real Estate Agents
- Secondary Market Services
- Self-Directed IRA's
- Third Party Bidders

Please feel free to contact us at directory@taxsaleresources.com for further information or if you are interested in being listed in the Resource Directory.

Check it out today at http://www.taxsaleresources.com/basic_tools.aspx!

A SPECIAL THANK YOU FROM TSR

The TSR team would like to give a special **thank you** to each of the following industry professionals that took the time to share their knowledge and thoughts of the tax sale industry as guest authors in the Tax Sale Times e-newsletter and in our Blog this year! We truly appreciate the time and effort that was invested. We hope to continue bringing all of our members, businesses, and industry professionals interesting guest articles in 2014!

- **Brad Westover:** Executive Director of the National Tax Lien Association - <http://www.thentla.com/>
Mr. Westover began purchasing tax certificates in 1994 and over a 15 year period invested over \$1.5 billion from 23 states. He was named Executive Director by the NTLA board last year.

- **Frank Natale:** CEO & Chairman of VADAR Systems, Inc. - <http://www.vadarsystems.com/Vadar/index>
VADAR Systems, a national provider of software and consulting services for tax lien portfolios. Mr. Natale and his company have assisted clients for the last 17 years in managing and collecting more than \$1 Billion dollars in tax liens across 18 states.

- **Joanne Musa:** Owner and founder of <http://www.TaxLienLady.com/>
Known as the most trusted authority on tax lien investing in America. She has taught thousands of people around the world how to profit from tax delinquent properties in the U.S.

- **Peter Klein:** Fund manager of Garden State Tax Liens, LLC - www.gardenstatetaxliens.com
The fund invests primarily in tax liens issued by New Jersey municipalities, and has earned double-digit annual returns for its investors since its inception.

- **Scott Richards:** Managing partner with William R. Richards, P.C Indianapolis Indiana - <http://www.williamrichards.com/home.htm>
Mr. Richards has participated in the Indiana Tax Sale for more than 23 years and is a graduate of the Thomas Cooley School of Law and served on the Law Review.

- **Thomas McOsker:** President and co-founder of BloxTrade - www.bloxtrade.com
Mr. McOsker brings his Wall Street background to the tax lien asset class, having held various positions with bulge bracket firms like Morgan Stanley and Lazard, and previously managed a tax lien hedge fund. Mr. McOsker also owns the ACCESS Tax Lien Talk conference series, and produces premier networking and thought leadership events nationwide for tax lien professionals.

MEMBER SUBMISSIONS

This is a monthly newsletter for our members and industry professionals to share information concerning the tax sale industry as well as what is happening at TSR. We appreciate feedback!

We welcome your news submissions, comments, suggestions or helpful tips. Please e-mail us at news@taxsaleresources.com with your thoughts and be sure to include where you are from!

NEED HELP?

Our investment professionals are constantly gathering information and updating the database to ensure our investing activities are successful. If we do not have the county available or the specific information you are looking for, please let us know. We will research your request and add the information at no extra charge.

If you have any other questions, comments, concerns or suggestions regarding Tax Sale Resources, please [contact us](#).