

TAX SALE TIMES



INSIDE THIS ISSUE

December 2014

- 1 From the Top
- 2 Check Out These States
- 3 Industry News
- 4 News from the NTLA
- 5 2014 Year in Review at TSR
- 8 A Special Thank You from TSR
- 9 Industry Tools

NEW JERSEY

This is the second busiest time of year for tax sales in New Jersey. Don't miss out on an opportunity this month:

Atlantic City (Atlantic) 12/11

Edison Township (Middlesex) 12/15

Lindenwold Borough (Camden) 12/17

Irvington Township (Essex) 12/22

[CLICK HERE](#) to view the calendar.

FROM THE TOP

It's hard to believe, but TSR is in the process of wrapping up 2014! We are immersed in a very busy month and then it's on to 2015.

As we look back on this year there are many things to be grateful for, primarily our loyal members.

We have continued improving and growing our business by providing the most comprehensive tax sale data and resources in the industry! In 2015, it is our goal to carry on efforts to meet your requirements and expectations.

Your honest feedback and suggestions have helped us shape TSR to best fit your standards. We encourage you to keep in contact with us in the future!

There were many excellent industry events this year and I had the opportunity to meet with many of you. It was a pleasure and I hope to see you around in 2015!

Don't forget to visit our website at www.taxsaleresources.com to keep track of tax sale dates, available tax sale lists, new products & services, etc.

Good luck with all your investment ventures and Happy Holidays!

Brian Seidensticker



Connect with us on LinkedIn, Facebook, Twitter, Wordpress & Google+



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CHECK OUT THESE STATES



NEW JERSEY

- New Jersey is a tax lien state.
- The redemption period is two years.
- The interest rate is 18% per annum.
- In addition to the interest, there is also a penalty. The penalty is from 2-6% depending on the certificate amount. The penalty is only paid on the certificate amount, not on subsequent tax payments.
- The bidding procedure is different in New Jersey. The interest rate is bid down and then the premium is bid.
- There is a ten day grace period after the sale in which the lien can be redeemed without penalty.

GEORGIA

- Georgia is a redeemable deed state.
- There are tax sales each month throughout this state.
- There is a one year right of redemption sold with deeds and a 20% penalty for the first year or fraction thereof.
- After the first year, the deed purchaser is entitled to an additional 10% penalty for each subsequent year or fraction of a year until the lien is redeemed.
- Most counties require payment for the amount of the bid at the time of the sale in cash, money order, or certified funds.

UPCOMING SALES

- New Jersey: This Month (this is the second busiest time of the year in NJ)
- South Carolina: This Month
- South Dakota: This Month
- Colorado: This Month
- Illinois: This Month
- West Virginia: This Month
- Arizona: January-February
- Georgia: Every Month
- Texas: Every Month



ADDITIONAL NEW JERSEY UPDATE

[CLICK HERE](#) to view the available New Jersey tax sale lists!

Englewood City (Bergen) 12/11

Edison Township (Middlesex) 12/15

Egg Harbor Township (Atlantic) 12/17

Jersey City (Hudson) 12/18

Galloway Township (Atlantic) 12/19

To view all upcoming tax sales [CLICK HERE](#).

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INDUSTRY NEWS



As most investors know, the tax lien and tax deed industry is continually changing. It's also talked about repeatedly in newspapers across the country. TSR attempts to stay as connected as possible to these changes so that we can better assist investors with their needs. We have come across several very interesting articles this month. You will find articles concerning legislation, conferences, debates, and much more. If you find something we should be keying into, please do not hesitate to contact us with your suggestion(s). We would be happy to include the article(s) in an upcoming issue of the Tax Sale Times!

* Please click on the following links and note the sources.

[CLICK
HERE](#)

- November 29, 2014
- Tax-foreclosure crisis looming as lawmakers set to act

[CLICK
HERE](#)

- November 26, 2014
- Tax lien sales gaining popularity

[CLICK
HERE](#)

- November 12, 2014
- Property tax auction resumes in St. Clair County; buyers sit in silence

[CLICK
HERE](#)

- November 11, 2014
- Atlantic City plans to sell \$50 million in tax liens

[CLICK
HERE](#)

- November 10, 2014
- Antitrust Claims Survive Motions to Dismiss in the New Jersey Tax Lien Bid-Rigging Class Action

[CLICK
HERE](#)

- November 8, 2014
- Body found in Cape Coral home remains a mystery

[CLICK
HERE](#)

- November 7, 2014
- Kansas City company Tri-State Holdings accused of real estate fraud

[CLICK
HERE](#)

- November 5, 2014
- How the proposed amendments fared

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NEWS FROM THE NATIONAL TAX LIEN ASSOCIATION



Washington, DC—November 24, 2014 — National Tax Lien Association “NTLA” research confirms every year America’s cities and counties fail to collect \$14 billion in property taxes, money vital to fund public schools, libraries, parks, fire and police departments, and other necessary services. Unpaid property taxes force governments to close public schools; lay off teachers, nurses, police, and firemen; shut down community parks; turn off street lights; and engage in other unfavorable, cost-cutting measures.

Twenty-nine (29) states and the District of Columbia solved this problem by assigning and transferring these unpaid taxes as liens to private investors in order to balance their budgets. By selling tax certificates, local governments exchange unpaid property tax accounts for immediate infusions of cash without the headline and other risks, costs, or potential losses they would experience from borrowing against these collections.

State statutes governing tax lien programs include numerous protections for property owners. For instance, unlike mortgages, all tax liens have a redemption time period during which the lienholder is barred from commencing a foreclosure action so the property owner can make arrangements to pay off the lien. Only after the property owner and interested parties of record fail to redeem the lien for a prolonged amount of time and further disregard numerous warning notices, can the lienholder exercise its legal recourse to sell the subject property to satisfy the delinquency and restore said property to the performing tax rolls. Accordingly, delinquent taxpayers have the same, if not more, rights and protections when the private sector obtains a tax lien on property than when the local government retains an interest in unpaid taxes.

The NTLA works with municipalities and legislators to promote safeguards in tax lien sale programs to protect consumers, especially the elderly, indigent and disabled, supporting such measures as: minimum tax lien thresholds, installment payment plans, capped foreclosure fees; government ombudsman, lien swaps, and lien buy back protections.

Ultimately, tax lien sales directly benefit local governments, delinquent taxpayers, current taxpayers, and investors. Local governments collect the necessary cash to fund crucial services. Delinquent property owners get time to pay outstanding taxes to keep their homes. Current taxpaying property owners now pay only their “fair share” with a decreased risk of higher taxes resulting from widespread nonpayment. Investors, who assume the risk of the delinquent property owners, receive penalty and interest payments upon redemption of the past due taxes.

Tellingly, the tax lien sale program largely just motivates delinquent taxpayers to pay the sums due and owing. As stated by Brad Westover, the NTLA’s Executive Director, “fortunately, over 99% of delinquent taxes are paid prior to a tax foreclosure.” “Most properties are protected from foreclosure by property owners, family members, or mortgage holders.”

For more information, please visit www.thentla.com. To engage with the NTLA visit www.facebook.com/thentla, <http://www.linkedin.com/company/national-tax-lien-association> and http://twitter.com/the_NTLA.

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2014 YEAR IN REVIEW AT TSR

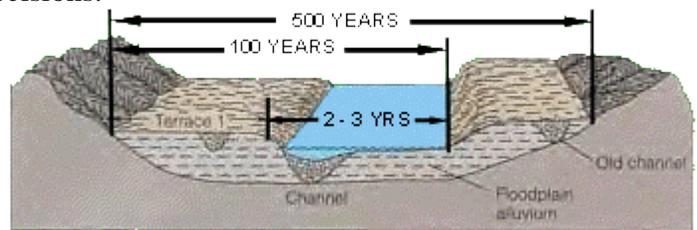
Tax Sale Resources is excited to share its accomplishments during this past year with its loyal members and fellow tax sale industry professionals.

- **TSR now has over 12,500 current users on its website!**
- **Flood Zone Hazard Data:** TSR jointly developed a flood zone hazard data analysis that can be appended to every single property just like the standard and environmental hazard data we already provide. With extreme flooding in several states over the past few years, it was important that TSR provide a solution to minimize your risk without having to expend the effort of analyzing each parcel individually.

With a quick flood risk assessment (low, moderate, or high) and details regarding how the property relates floodplains (yearly, 100 year, and 500 year), it will allow you to accurately analyze your risk to your assets and make informed investment decisions.

Flood Zone Hazard Data Format

[Download Example of Data Here](#)



Flood Risk (FLD_CLASS) – Gives the flood likelihood class (function of the zone) in one of the following:

- High (>1% annual chance of flood event)
- Moderate (between 0.2% and 1%)
- Minimal (<0.2%)

Special Flood Hazard Area (SFHA) - Defines whether the property falls within a floodplain and is high risk. (F indicates “False” and the property is not within a defined floodplain. T indicates “True” and the property is at high risk.

Distance to 100 Year Floodplain (DIST1_100) – Gives the distance to the 1% (AKA 1 in 100yr) floodplain limit as the crow flies (zero implies the property is inside the 1% boundary).

Distance to 500 Year Floodplain (DIST1_500) – Gives the distance to the 0.2% (AKA 1 in 500yr) floodplain limit as the crow flies (zero implies the property is inside the 0.2% boundary).

Base Flood Elevation Water Surface Elevation (BFE_WSEL) – Represents the vertical distance from the subject property to the local water level in the 1% flood scenario for each property (-9999 indicates a very low risk of flooding).

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2014 YEAR IN REVIEW AT TSR

- **Tax Sale Results & Analysis:** TSR introduced a new product in 2014 – tax sale results & analysis! We are offering this on an as needed basis with plans of expanding nationwide.

Here is an example from Cook County, Illinois 2013.

Analysis with zero-bids removed is not included

Vacant land and industrial properties had the highest Average Winning Bid (AWB)

Liens \$0-\$1,000 had the highest AWB

Property Type	Liens Sold	Aggregate Value
Residential	13,703	\$59,577,288.91
Commercial	1,289	\$5,947,042.75
Recreational	8	\$22,745.16
Industrial	396	\$1,775,084.69
Agricultural	9	\$42,203.14
Vacant	1,044	\$3,776,097.89
Other	262	\$432,781.57

Lien Amount	Residential	Commercial	Recreational	Industrial	Agricultural	Vacant	Other
Average Winning Bid (AWB) All Liens	1.13%	4.36%	2.50%	6.04%	0.00%	10.86%	0.14%
AWB (\$0-1,000)	2.97%	8.51%	3.00%	11.52%	0.00%	12.93%	0.00%
AWB (\$1,000-5,000)	1.05%	6.33%	0.00%	8.16%	0.00%	7.27%	4.67%
AWB (\$5,001-20,000)	0.18%	3.44%	0.00%	3.68%	N/A	5.05%	N/A
AWB (>\$20,000)	0.32%	2.05%	3.40%	1.79%	N/A	2.50%	N/A

For more information about tax sale results & analysis, please contact us at support@taxsaleresources.com.

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2014 YEAR IN REVIEW AT TSR

- **TSR Updated its Website:** At TSR, we focus on making the customer experience agreeable. Every year technology changes and so does our website. This year we continued to update our website and improve the quality. Check out the new Transaction History page!

Once logged into your account, choose the My Lists tab. You will notice a new option for Transaction History in the top right corner on the My Lists tab page. Click on the Transaction History and review all purchases made.

[Transaction History](#)

Please contact us at support@taxsaleresources.com if you have any questions about this new feature!

- **Tax Sale Times Newsletter Sponsors:** TSR updated the Tax Sale Times newsletter this year not only with its design, but we added newsletter sponsorship opportunities. We understand how difficult it is to advertise within the tax sale industry; therefore we created an opportunity for professionals and businesses to advertise their products and services.

For more information about the Tax Sale Times newsletter sponsorship, please contact us at marketing@taxsaleresources.com.

TSR has been working diligently this past year in order to improve customer experience while adding valuable tax sale data. We understand how important tax sale data is to investors and that it is imperative for successful due diligence. We will continue bringing our members tax sale data and industry resources that are helpful and relevant for their tax sale investing. We encourage you to contact us if you have any special requests beyond what TSR is currently providing. Please call us at (877) 982-9725 or e-mail us at support@taxsaleresources.com.

We would like to thank our members for a wonderful year! We are excited to connect with you in 2015 and to continue providing the tax sale products, services, and resources you need!

Sincerely,

Our team at Tax Sale Resources



The Premier Tax Sale Resource for all your investment needs!

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 newsletter this year!

Adam D. Greenberg: Honig & Greenberg, L.L.C.

Adam D. Greenberg is the Managing Member of the firm of Honig & Greenberg, L.L.C., in Cherry Hill, New Jersey. Mr. Greenberg's practice concentrates in tax and mortgage foreclosure, real property and title litigation, and creditor's rights in bankruptcy. Both he and the firm represent certificate holders, municipalities, bankruptcy trustees, lenders, landlords, and foreclosure buyers and sellers, in various matters throughout the State, as well as in transactional matters involving the purchase and sale of portfolios of tax sale certificates and their use as collateral in commercial settings.

Brad Westover: Executive Director of the National Tax Lien Association <http://www.thentla.com/>

Brad Westover was appointed Executive Director of the National Tax Lien Association in October of 2011. Mr. Westover has sixteen year's experience in acquiring and servicing delinquent property taxes. On behalf of institutional investors he has purchased over \$1.5 billion worth of tax lien certificates from 23 states. He is a recognized industry authority on tax certificates, tax deeds, and distressed real estate.

Frank Natale: CEO & Chairman of VADAR Systems, Inc. <http://www.vadarsystems.com/>

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 18 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.

Mitch Kalom: Kalom Law Firm, PLLC www.KalomLaw.com

T. MITCHELL "Mitch" KALOM, CFP®, M.B.A., J.D., LL.M. The Kalom Law Firm, PLLC, drawing from over three decades of hands-on experience of its Principal, Mr. Kalom, as an individual and institutional purchaser of Mississippi tax liens, tax sales, and tax titles. The Firm offers specialized counsel and representation to institutions and individuals relating to Mississippi tax sale, tax lien, tax certificate, tax title, tax deed and tax assessment laws, procedures and best practices.

Rachel Seidensticker: COO at Tax Sale Resources www.taxsaleresources.com.

Rachel A. Seidensticker is the COO at Tax Sale Resources, Inc. and an industry professional for more than eight years.

Regents Park: <http://regentsparkllc.com/>

Regents Park is the largest tax lien foreclosure servicing company in Arizona. The principle members of Regents Park are Eric W. Kessler, Esq. and Robert Shakman. Eric Kessler has represented tax lien clients for almost 30 years. His office is comprised of one associate attorney and four paralegals. All professionals are proficient in the organizing, tracking and management of clients' tax lien processing and litigation.

Tax Title Services, Inc.: www.taxtitleservices.com

This is a California-based company that has been enabling tax lien/deed investors to obtain title insurance on their tax deed properties without having to hire an attorney to file a quiet title action. Tax Title Services Inc., has performed its certification process or curative work on over 12,000 tax deed properties since July of 2000.

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INDUSTRY TOOLS

We would like to invite you to check out TSR's **Resource Directory**! 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. Categories include:

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 more information or if you are interested in being listed in the Resource Directory. [CLICK HERE](#) to view the Resource Directory.

UPCOMING INDUSTRY EVENTS

We would like to share some exciting upcoming tax sale industry events!

- **2015 NTLA Annual Conference & Meeting** – Join other tax lien professionals at the 2015 NTLA Annual Conference & Meeting to be held in sunny Fort Lauderdale, FL on Feb 25-27th at the W Hotel. This is the largest tax lien conference in the nation and has been gathering professionals in the tax lien industry for over a decade. For more information, please visit http://www.thentla.com/events/event_details.asp?id=518133&group.

NEED HELP?

TSR's team is constantly gathering information and updating its tax sale database to ensure successful investing opportunities. If we do not have the county available or the specific information you are looking for, please contact us at support@taxsaleresources.com. It is our mission to bring investors the data they need for successful tax sale investing.