



DON'T FORGET

- Be sure to check out the tax sale Nationwide Calendar at: <http://www.taxsaleresources.com/state.aspx?calendar=1>
- Sign up for our weekly state updates and this newsletter at news@taxsaleresources.com

CHECK OUT THESE STATES



ARIZONA

Arizona is a tax lien state with the majority of its tax sales happening this month! AZ has a 3-year redemption period and interest rate starting at 16%. Please note that this state is bid down. To bid at an AZ tax sale you must complete a bidder information form and a W-9 form. Remember to double check your completed forms and make sure you have the correct tax identification number to avoid noncompliance and/or incorrect reporting fees. Several counties offer their sales online including Maricopa, which is Arizona's most populated county. For more information visit:

Members: http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=4

Non-Members: http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=4

DEED STATES

TSR is now populating sale dates in tax deed states! There are several sales happening this month. We have tax sale information for Michigan, Louisiana, and Minnesota! Texas and Georgia are also holding sales every month. Keep an eye on the nationwide calendar or sign up for nationwide access for weekly updates of scheduled sales and postings.



WHAT'S NEW AT TSR

TSR is now offering Over The Counter (OTC) lists for all available jurisdictions! These lists will be available in their raw format, but they can be specially ordered to produce with data-enhanced information such as deed, mortgage, and assessment data. OTC lists will be upgraded with refreshed lists every 3 months for the most accurate availability in each jurisdiction. Please feel free to contact us for more information at info@taxsaleresources.com.

TSR is updating its LOGO!!! Here is a little sneak peak. Stay tuned as we begin to integrate it throughout our site!



A Message from the National Tax Lien Association



The National Tax Lien Association (NTLA) would like to welcome **Tax Sale Resources** as its newest member. It is wonderful to have “TSR” to provide accurate tax sale information to those seeking to streamline their pre-auction preparation. The industry has matured and now has vendors willing to educate and impart knowledge to others.

It is estimated that approximately 70% of all tax liens sold in America are purchased by members of the National Tax Lien Association. So why do so many companies and individuals value their NTLA membership? Here are a handful of reasons:

1. **Networking:** There is no better venue of peer to peer networking than online and at our annual conferences. The NTLA membership gives you instant access to tax lien attorneys, lenders, data providers, etc.
2. **Conferences:** This year’s NTLA conference will be held in Miami, Florida on April 3rd through the 5th. The conference will have 250 attendees with a loaded agenda of the most experienced investors, lenders, attorneys, and data providers in the business. Registration is now open at: www.TheNTLA.com.
3. **Training:** The NTLA is the nation’s leading trainer on Sherman Anti-trust and instructing bidders’ safety precautions before, during, and after an auction.
4. **Legislative Outreach:** The legislative committee has two objectives – first, to expand our marketplace by exploring non-tax lien states like Michigan, Kansas, Nevada, Washington, North Carolina, Minnesota, and Virginia. The second objective is to defend against any negative proposed legislation which currently includes Indiana, Washington D.C., New Jersey, Massachusetts, and Florida.
5. **Education:** As a 16 year old non-profit association we have experience. The cumulative investment in America’s Communities via tax liens by our members is several billion dollars. We do not sell books and tapes with half-truths which ultimately lead to frustration and a lack of success. We educate through our shared experience and years of success in tax lien investing across the country.

I look forward to seeing you in Miami in April at the largest gathering of tax lien investors, servicers, and attorneys ever assembled. Come join 250 others seeking further knowledge and networking opportunities.

All my best,

Brad Westover
Executive Director
National Tax Lien Association



A Guide to Arizona Tax Sales Regents Park, LLC

“If you purchase a tax lien certificate at the tax lien sale in Arizona, interest will accrue from February 1st and each month thereafter until redeemed (ARS 42-18153). Any portion of a month counts as a whole month (ARS 42-18053). Should the tax lien certificate be redeemed, you will receive the purchase amount, less non-refundable fees, plus the rate of interest bid at the time of the sale, not to exceed 16% per annum.” (TSR Blog: A Guide to Arizona Tax Sales Continued, January 17, 2013)

“If the lien is not redeemed within three years from the original date of the sale, the lien holder may file an action in a court of competent jurisdiction to foreclose the lien and receive a judgment deed to the property. This is usually handled by an attorney and must follow the statutory requirements outlined in ARS 42-18202. The judgment must be recorded in the county where the certificate was issued and a certified copy of the judgment (with applicable fees) must be forwarded to the county treasurer for issuance of a Treasurer’s Deed. Action must be taken to foreclose the right to redeem the lien within 10 years after the lien is purchased or the lien will expire. (TSR Blog: A Guide to Arizona Tax Sales Continued, January 17, 2013)

The majority of Arizona tax lien foreclosures are handled by attorneys as it is a judicial process. In many instances, the tax lien investor’s return is reduced through attorney’s fees and legal costs as tax lien foreclosures are redeemed over 95% of the time. Typically, Arizona tax lien foreclosure costs anywhere from \$1,500 to \$2,500.

Traditionally, institutional investors and high net worth individuals were the only tax lien investors with the ability to negotiate attorney’s fees and minimize legal costs.

Through an attorney-owned company (**Regents Park, LLC**) and its strategic partnership, all investors will now have an opportunity to retain their tax lien investment return. Regents Park offers a No Cost/No Fee Program to its strategic partners.

The No Cost/No Fee Program:

1. The client agrees to allow Regents Park to service the judicial foreclosure process of their tax lien portfolio. Upon execution of the service agreement Regents Park will service the tax liens at no cost to the client throughout the entire judicial foreclosure process. If any tax lien is redeemed during the foreclosure process, the redemption will be paid directly from the county treasurer to the investor.
2. If Regents Park is successful in their foreclosure process, and the client ends up with a Tax Deed, the property will be sold and the net proceeds will be divided evenly between the client and Regents Park after paying the client’s the full redemptive tax lien certificate value and Regents Park’s court costs.

The benefit to this strategy is that the investor usually receives their entire investment plus interest or they receive their entire investment plus interest, plus half of the proceeds from the sale of the property.

For more information on this program, please visit www.regentsparkllc.com.

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, [contact us](#).

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 email us at news@taxsaleresources.com with your thoughts and be sure to include where you are from!