

Tax Sale Times



CHECK OUT THESE STATES:

ARIZONA

Arizona is a lien state with a 3-year redemption period and interest rate starting at 16%. Please note that this state is bid down. 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

NEW STATE COVERAGE AT TSR

TSR will now begin full coverage of all deed states! This will include all Sale Details and Raw Lists when available and for every sale in each deed state. Please note that we will not list states in this section of the newsletter that have been found to have sales at varied times throughout the year. Although, we will notify you when a deed state is found to have most, if not all, of their sales in a particular month or months.

If you are interested in a data-enhanced version of a sale list, also known as our "Premium" or "Enhanced" versions, they can be obtained through:

- Contacting your assigned Customer Sales Representative
- Requesting through the sale specific page on TSR's website
- Emailing orders@taxsaleresources.com

Please note that TSR will not automatically produce deed sale lists with assessment, deed, and mortgage information or property specifics.

If you have any questions, please contact us at support@taxsaleresources.com.

Deed States Include: FL, IL, IN, LA, NY, OH, WV, WI, WA, UT, OR, OK, ND, NC, NM, NV, MN, MA, ME, KS, ID, AR, AK, CA, FL, PA, and MI



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



What's New at TSR...

Starting January 18th, TSR will be offering Over The Counter (OTC) lists for all available jurisdictions! These will only 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.

Connect with us online in 2013!



What's New in 2013?



TSR would like to share with you some of the new and exciting products and services offered within the tax sale industry in 2013. You will find that the businesses listed below are also apart of our Resource Directory. Please feel free to check out their listings at http://www.taxsaleresources.com/basic_tools.aspx.

Tax Receivables Corporation: Toll-Free Hosted IVR Payoff Lines for Tax Lien Servicing

Interactive voice response (IVR) allows humans to interact with a computer through the use of data input via a telephone keypad by following the IVR dialogue. Most of us have used this technology to check our bank balance or airline flight status without having to talk to a customer service representative.

Many taxing authorities require tax lien servicers to provide a toll-free payoff line that property owners can use to inquire on the balance of delinquent taxes owed on their property. Staffing these payoff lines can be expensive. Optimum Asset Management pioneered the use of IVR to provide tax lien payoff data. First, callers are greeted and asked to input the property's parcel number. Once they input the parcel number, they hear the amount due and the name and address to remit payment.

Property owners like the fact that IVR is toll-free and available 24/7/365. Tax lien investors and servicers like the ease of use and low cost. Data upload is easy: emailing a spreadsheet once a month with parcel numbers and redemption values. After a small one-time programming charge, users pay a modest quarterly fee to be hosted on our IVR system.

For details and a demonstration please contact: dan@taxlien.com.

TaxLienLady.com: Newly Updated Buying Tax Liens Online Course

What do you do if you live in a tax deed state or maybe even in another country and you want to invest in U.S. tax liens? You could travel to another state that does sell tax liens. I live in Pennsylvania – a deed state, but fortunately, I live only a few minutes away from New Jersey, which is a tax lien state. It doesn't cost me much to travel to the tax lien sales there. But if you have to travel far to invest in tax liens, the money that you spend for travel might cut deeply into your profit, so what can you do?

You can buy tax liens online. There are currently 8 states that have online tax lien sales. The only problem is that even in these states not all counties have online tax sales. A couple of these states only have one or two tax sales online each year. I (Joanne Musa) started taxlienslady.com to research and find out which counties have online tax sales, and have put all the information together in a course called Buying Tax Liens Online. Because this information is continually changing the course is updated at least once a year. It has already been updated for the second time this year!

Each time the course is updated new trainings are added to the course and the Guide to Online Tax Lien Sales – which includes a list of all the counties with online tax sales and their websites is updated to reflect the new information. The course now includes 5 complete webinar trainings along with handouts of the slides of each of the presentations that you can print out and use to take notes as you watch the webinar trainings. It also includes the Guide To Online Tax Liens Sales, a Due Diligence checklist, the special report “7 Steps To Building Your Profitable Tax Lien Portfolio,” Answers to Frequently Asked Questions about buying tax liens online, and a couple of valuable bonuses – including a 30 minute coaching session with the author.

This is a digital training course and once you purchase it, you get life time updates at no extra cost. There is nothing to be shipped – it's all available to you instantly online.

You can find out more information about this online course at www.BuyingTaxLiensOnline.com.

What's New in 2013?

VADAR®: Innovative LienView™ Platform for Q1 2013

VADAR® is pleased to announce the next release of its LienView™ tax lien software servicing platform! LienView™ is the premier servicing platform for tax lien investors and servicers, large and small. The LienView™ software suite is an enterprise-wide, integrated, servicing solution which uses the latest cloud computing and database technologies. Clients can run LienView™ either “in the cloud” or on their own internal computer networks. New and enhanced features include a robust Custodial Interface, Project Management, Enforcement Tracking, and Multi-Fund Management capabilities. LienView™ clients range in size and scope from single, individual investors with a few dozen liens all the way up to large servicing entities with 50+ users and 50,000+ liens.

The LienView™ Suite recently replaced JP Morgan Chase as the selected tax lien servicing platform for the City of Philadelphia, Pennsylvania. LienView™ is also the choice of many small to mid-sized tax lien buyers all across the country. The LienView™ software suite conforms to tax lien collection regulations and business rules for any state in the United States that sells tax liens. Tax Lien Investor Clients enjoy all of the sophisticated private sector analytics coupled with feature-rich tax receivable management and transaction-processing components of this powerful and easy to use, dual purpose platform. Clients can manage all of their different state portfolios through LienView™ within a single, unified application.

VADAR® is a highly specialized, financial software company that remains devoted entirely to tax lien software solutions and IT services for financial and revenue management. *We have assisted clients in collecting and recovering more than \$1 Billion dollars in tax lien revenue across 18 states.* Over the last 17 years, VADAR® software applications have grown to support thousands of public and private sector end-users from enterprises with a broad range of sizes and needs. Our mission is to leverage superior software applications and IT services with unparalleled industry expertise and support to assist clients in maximizing operational efficiency and revenue management.

Please visit <http://www.vadarsystems.com/Vadar/index> for more information!

Tax Title Services, Inc.: TTS Has Processed More Than 13,000 Tax Deeds

Trouble Getting Title Insurance On Your Tax Deeds?

Many tax lien/deed investors, especially the ones new to the industry, are surprised to find out that after acquiring a tax lien/deed property, they have a title insurance problem. The first thought that comes to the investor's mind is, I have to contact an attorney and file a quiet title action. Although most title companies will insure tax lien/deed properties after a quiet title action has been completed, the disadvantage investors run into is time and money. Most quiet title actions take anywhere from 4 to 9 months and most attorneys are very expensive.

It doesn't have to be that way, not if you use a Tax Title Curative Consultant that can clear the title to tax deed properties in less time than a quiet title action and in most cases for a lot less money. Tax Title Services, Inc. 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 13,000 tax deed properties since July of 2000. Their process is recognized by their partner program title underwriters (First American, Stewart, etc.), and they are able to obtain title insurance on behalf of investors for their properties in approximately 30 to 60 days at a lower cost than most attorneys.

Is Obtaining Title Insurance For Tax Deeded Properties Important?

Yes, very. Prospective buyers cannot buy your property using lender funds without title insurance. Banks will not make a loan without title insurance. You will limit the amount of prospective buyers for your property and decrease your property's market value. With title insurance, any qualified buyer can obtain a loan and purchase your property at full market value. This means more cash in your pocket!

Tax Title Services, Inc. can assist you if you are interested in:

1. Saving Time!! No attorney or court delays.
2. Saving Money!! Our fees average half of what a quiet title would cost.
3. Immediate Marketability!! Get your property listed shortly after your tax deed purchase.

Please visit their website at www.taxtitleservices.com or talk to one of their representatives at (949) 798-1180.

*Please be aware we are an in house underwriting process only. This is not an insurance product. Title insurance is provided by Tax Title Services partner program underwriters who will be able to insure the title once we have cleared it for you.

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Industry Tools

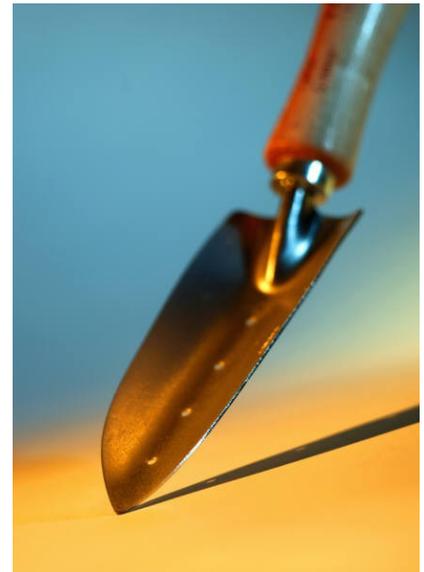


Please feel free to contact us at directory@taxsaleresources.com for further information or if you are interested in being listed in the Resource Directory.

We would like to invite you to check out TSR's **Resource Directory** in 2013! 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

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



TSR Blog Highlight

If you don't have time to attend tax sale conferences or are traveling across the country don't fret; there are still ways to connect with people in the tax sale industry! A great source we often forget about when thinking of finding information or connecting with industry leaders is social media.

Facebook, LinkedIn, and Google + can all be used to find resources and information within the tax sale industry. Facebook is convenient for those who already have an account and check their news feeds daily. You will be able to connect and keep in touch with others in the industry and keep up on the latest news. In addition to using Facebook, we stress the use of LinkedIn because it is specific to those seeking business relationships. You can even join groups on LinkedIn that are specific to tax lien or tax deed investing. As a company, we make sure to connect with those that are credible and are great educational resources such as, Joanne Musa. We primarily use LinkedIn to connect with and provide up-to-date information to those in the industry and to provide you with more information and tools from TSR. We value LinkedIn so much that all of our employees have created professional LinkedIn accounts to interact with you and others in the industry!



Please visit <http://thetaxsaleresource.wordpress.com/> to view the rest of TSR's blog!

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!