



NEWSLETTER

The **Premier** Tax Sale Resource
for all your investment needs!



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FROM THE TOP

2015 has arrived and TSR is moving swiftly into the coming months. We are currently scheduling and producing tax sales in many states including, but not limited to:

Arizona Nebraska

Georgia Florida (Deed Sales)

With many great investing opportunities don't forget your due diligence. TSR is here to assist your efforts with several new products coming out this year! Stay tuned for more information.

Good luck with all your investment ventures!

Sincerely,

Brian Seidensticker, CEO





CHECK OUT THESE STATES

ARIZONA

- Tax sales in this state happen the latter part of January through the end of February.
- There are live and online tax sales.
- The interest rate in this state is 16%.
- The redemption period is three years.
- Please note, many lists are not available until the opening day of the online tax sale. TSR has a turn-around of 24-48 hours on those particular lists.

NEBRASKA

- Tax sales in this state typically happen on the same day in March.
- There are live and online tax sales.
- There is a 14% rate of return in this state.
- The redemption period is three years.
- The bidding procedure is unique. Typically, the bidding is a round-robin style and you bid on the percentage of ownership. We encourage all investors to carefully study the requirements and procedures of these sales. Contact each county for specific bidding information.

UPCOMING SALES

These states have upcoming tax sales within the next several months. For more information, please [CLICK HERE!](#)

- Nebraska
- Florida (Deed Sales)
- Alabama
- Mississippi
- Maryland
- Utah
- Louisiana
- Arkansas
- California
- Georgia: Every Month
- Texas: Every Month



ARIZONA UPDATE

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

- 2/10 – Coconino County
- 2/10 – Maricopa County
- 2/10 – Yavapai County
- 2/11 – Navajo County
- 2/17 – Santa Cruz County
- 2/18 – Cochise County



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](#)

- January 2, 2015
- Summit County shows strong tax collections for 2014

[CLICK
HERE](#)

- January 3, 2015
- Trustee, mayors propose shorter redemption period for delinquent taxpayers

[CLICK
HERE](#)

- January 6, 2015
- Land bank to open for business, but houses wanted

[CLICK
HERE](#)

- January 7, 2015
- Concerns aired over Siskiyou's upcoming delinquent tax sale

[CLICK
HERE](#)

- January 7, 2015
- Dauphin County property owners have chance to avoid interest penalty on delinquent 2014 taxes

[CLICK
HERE](#)

- January 9, 2015
- Tax Sales Yield \$378,000 For Berlin

[CLICK
HERE](#)

- January 9, 2015
- Tax lien voted in for delinquent sewer bills

[CLICK
HERE](#)

- January 9, 2015
- Council pushes for ordinance to recover taxes



Tax Sale Times

NEWS FROM THE NATIONAL TAX LIEN ASSOCIATION

We're Opening the Tax Lien Vault...3 Days Only!

Elevate your knowledge of the tax lien marketplace.



Details:

Join us, the National Tax Lien Association (NTLA) as we host the nation's most successful tax lien professionals for 3 days of networking and education in sunny Florida! They will open their vaults and share with you the ins & outs of this industry.

Topics:

- Tax Lien Acquisitions
- Secondary Market Trading
- Portfolio Servicing
- Fund Management
- Securitizing Tax Liens
- Auction Results
- Government Relations
- Legal Issues
- REO Management

The 2015 NTLA Annual Conference & Meeting will be held at the W Hotel Fort Lauderdale on February 25th, 26th, and 27th.

What's new?

- **36 Break-out Sessions** – Jammed packed with insider knowledge and expertise – 30 minutes education/15 minutes Q&A.
- **Business Solutions Exhibit Hall** – Held on Day 1 of the conference (2/25/15) from 3-5pm – See what a difference these partners and programs can make in your company's efficiency, productivity, and bottom line!
- **Networking Lounge** – Skip a session and sit down face-to-face with the industry's leading professionals.
- **Needs & Offers Open Session** – Held on Day 2 of the conference (2/26/15) from 4:15-4:45pm – An open mic... "I have a need..." or "I have a question..."

[CLICK HERE](#) to Download the full AGENDA!

There are only a few seats left for this once a year event. **[CLICK HERE](#) to reserve your seat now!**

For more information please contact:

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Tax Sale Times

FORECLOSURE DUE PROCESS NOTICES



The team at TTS wants to highlight, that in addition to our core service of qualifying tax deed properties for title insurance

without a quiet title action, we also offer foreclosure due process notices to our clients as well. These foreclosure notices are not required in most states. States that do require this process are as follows; AL, GA, IA, IN, IL, LA, MO, MT, NE.

In addition to being friendlier and in most cases cheaper; for the last 15 years, our clients have been receiving our foreclosure due process certifications in an average of about 45-60 days. TTS' faster service along with its track record of having qualified over 16,000 tax deeds for title insurance, has allowed our service to be accepted in lieu of a quiet title action by several title insurance companies such as First American Title, Stewart Title, Boston National Title, Chicago Title and more. This is a watershed event in the industry. For years, the normal practice of title companies was to reject it out of hand.

AL, GA, IA, IN, IL, LA, MO, MT, NE!

In these states, clients who chose our company to send out the foreclosure notices also gain another benefit. After the final redemption period is over, as long as the previous owners elected not to redeem the property taxes and our client / "new owner" declaring possession, there will not be a need to wait the usual 45-60 days to qualify the property for title insurance. Tax Title Services will guarantee a title insurance policy through our partner underwriters. Once again saving our clients time and in this case some hard costs as well.

For more information, please [CLICK HERE](#) or contact Philipe Soares at [480.430.2130](tel:480.430.2130).



NEW LIENAPP™ FEATURES FOR 2015

Don't let your returns suffer from overhead costs.

Automate data administration and add business intelligence to your investment strategy. Boost portfolio yields and lender credibility.

LienApp™ is Tax Lien Servicing Software designed for today's tax lien buyer in any state.

VADAR® Systems adds 2 new features to its integrated tax lien processing platform:

- **Automated Workflows** track and enforce state-specific lien lifecycles across 15 states – reducing errors and omissions while saving time and money.
- **IRR Time Machine** gives you instant return rates from any point in time – past, present, or future – showing your profits by market, portfolio, parcel type, and more.

[CLICK HERE](#)
for more information

[LienApp™ Features](#)

IRR Dashboard • Cloud and Mobile Access • All Portfolios – One Integrated Platform • Systems Integration



TAX LIEN INVESTING TRENDS FOR 2015

- Joanne Musa -

How did you do this past year with your tax lien investing? Did you buy any tax liens or tax deeds? How profitable were you? Are you finding it harder to compete, or are you afraid to jump into investing in tax liens or deeds?

Tax lien and tax deed investing has gotten extremely competitive in many states over the past couple of years. As more counties are conducting their tax sales online and big banks and hedge funds are jumping into tax lien investing, it's getting difficult in some states to get good deals. There are still places where the individual investor can get properties (deeds or redeemable deeds) and good returns (tax liens and redeemable deeds). The key is doing your homework ahead of time and finding the better places to invest.

Online Tax Lien Investing

The states with the highest interest rates (in which the interest is bid down) and that also have online sales, suffer from the toughest competition. This can be seen if you look at the results from some of the online tax sales. In Florida for example, the bidding still goes quite low on most of the "good" liens – typically to 0.25%. Even though investors are likely to get the 5% penalty instead of the interest that was bid, it's still not a good deal compared to the average interest rate that investors got in some of the online tax sales in Arizona last year.

If you don't live in a tax lien state, or are investing from outside the US, then I would recommend the Arizona tax sales over some of the other popular tax lien investing states that have online tax sales, like Florida or New Jersey. Even though the returns on the Arizona online tax sales were low in some counties and higher in others in 2014, remember to look at the results of past tax sales before bidding this year.

Secondary Tax Lien Market

I believe that the best way to get your money invested this year is in the secondary market. There is a big market right now for secondary liens. There are small, medium, and large institutional buyers that want to unload their liens. The trick is finding the good secondary liens among all the junk that's out there. That means finding a secondary lien broker or agent that you can trust.

What We're Planning For 2015

This year we'll have additional guest webinars with experts that can make your life easier and more profitable! I'll also be including additional tools to make your research easier if you want to do the leg work yourself. You'll be seeing these experts, and expert tools and resources in any live events and workshops that I do. I plan on speaking more this year at various places around the country, so keep your eye out for me at your next local real estate investing or wealth building seminar.

Check out the [done-with-you online workshops](#) coming up! Get help registering for tax sales, researching properties, and bidding at a tax sale!

For more information or to read this article in full, please [CLICK HERE!](#)