

July 2013

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



Kentucky: Kentucky tax sales have started, and bid submissions are due in July for some sales. They continue in other jurisdictions through October. Although this is a lien state, their bidding procedure is significantly different so please read up on your state statutes. The interest rate is 12% per annum and the redemption period is one year. Please visit the following home page for more information, as well as sale dates and available lists for Kentucky.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=20

District of Columbia: The District of Columbia will hold its tax sale July 15th - 17th. TSR has processed and posted the tax sale list and it is now available for purchase.

http://www.taxsaleresources.com/member/sale_data.aspx?auto_id=11276

Mississippi: Mississippi holds all of its tax sales on the last Monday of July. This state has an 18% interest rate and two year redemption period. Registration is suggested at least a day before the sale. TSR will be producing many lists in this state with assessment and parcel data.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=27

Missouri: Missouri is a tax lien state. The interest rate is 10% with only 8% paid on subsequent tax payments. The redemption period is one year and the highest premium bid wins the lien. In order to bid at a tax sale in Missouri, you must be a resident of the county. The minimum bid amount consists of the amount of taxes due, penalties, and sale costs. Purchasers must sign an affidavit stating that they are not delinquent on any property tax payments. Failure to sign such affidavit, as well as signing a false affidavit, may invalidate the property purchase.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=28

Montana: Tax sales occur in Montana this month. However, these "sales" are just a technicality in Montana since live sales don't actually exist. Instead, delinquent lists are typically released in June. A two week notification is required by interested assignment takers to the homeowner. TSR will be gathering the official July sale dates and raw lists, but data-appended lists are available by request only.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=29



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 follow the link to each of the following and note the sources.

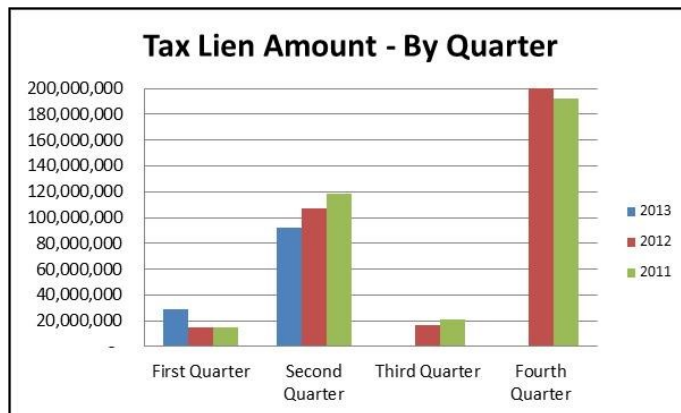
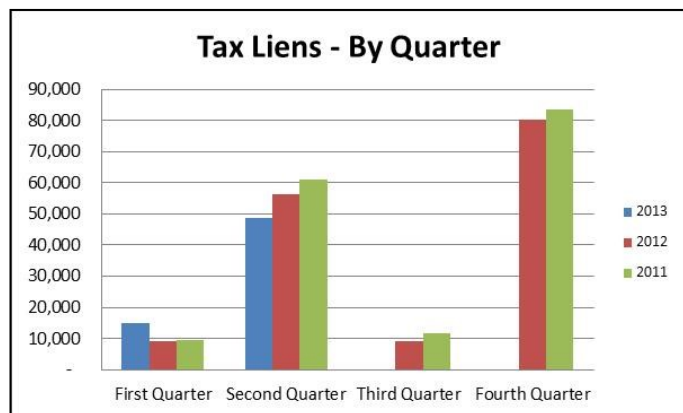
- **Sale of tax foreclosed properties frustrates southern Dallas council members:** <http://cityhallblog.dallasnews.com/2013/06/sale-of-tax-foreclosed-properties-angers-southern-dallas-council-members.html/>
- **County residents warned about tax lien scam:** http://sub.gmnnews.com/news/2013-06-20/Front_Page/County_residents_warned_about_tax_lien_scam.html
- **4,500 properties totaling \$38.2M in back taxes on D.C. tax sale list:** <http://www.wtop.com/109/3363911/4500-properties-totaling-382M-in-back-taxes-on-tax-sale-list>

NEW JERSEY TAX LIEN STATISTICAL REVIEW

MID-YEAR 2013

By: Peter Klein

New Jersey experienced a decrease of 0.7% in the aggregate advertised tax lien sale amount in the first half of 2013 compared to the same period in 2012, and a continued decline compared to 2011 (i.e. a drop of 9.5%). The average size of the advertised tax lien returned to its 2011 levels - with a 2013 mid-year average of \$1,890.86 per lien compared to \$1,856.78 in 2012, and \$1,887.05 in 2011.



The month of June continues to be the largest single month of sales for the first half of the year, representing 58% of the total.

The number of auctions held continued its decline, dropping to 141 municipalities in the first half of 2013 compared to 148 in 2012, and 158 in 2011. Paterson (Passaic County), Newark (Essex County), and Camden (Camden County) were the three largest auctions advertised in the first half of the year.

City (County)	2013		2012	
	Lien Total	Sale Amount	Lien Total	Sale Amount
Paterson (Passaic County)	4,915	13,358,380.18	7,113	\$15,332,512.57
Newark (Essex County)	3,334	11,682,661.84	**	**
Camden (Camden County)	8,953	7,020,111.01	9,836	\$8,398,080.40

** Newark did not have a sale in the first half of 2012.

ABOUT THE STATISTICAL REVIEW

New Jersey's 566 municipalities sell tax liens annually, mostly through live out-cry auctions. The liens offered for sale are advertised as required by law, and the property owner retains the ability until the auction to pay off the delinquency and prevent the lien from being sold. The statistics in this review provided by **Tax Sale Resources, Inc.**, are for advertised totals which vary from the actual amounts sold at the auctions.

For more information on the New Jersey Tax Lien Statistical Review Mid-Year 2013, please contact Peter Klein of **Garden State Tax Liens, LLC** at info@gardenstatetaxliens.com OR TSR's Marketing Department at marketing@taxsaleresources.com.

ABOUT THE AUTHOR

This review was compiled and authored by Peter Klein, the fund manager of **Garden State Tax Liens, LLC**. 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. You can find more information about Garden State Tax Liens, LLC online at www.gardenstatetaxliens.com.

TSR BLOG HIGHLIGHT

A Guide to Wyoming Tax Sales

Wyoming is a tax lien state with twenty three counties. The interest earned on liens is 15% per annum plus a penalty of 3% of the lien amount. The redemption period is four years. The lien expires six years from the date of issue. The following information was taken from the Laramie County Treasurer’s website:

“State statute provides a tax lien purchaser interest at 15% per annum in addition to a 3% penalty the day of purchase. Subsequent year taxes may be paid by the purchaser and also earn 15% interest.

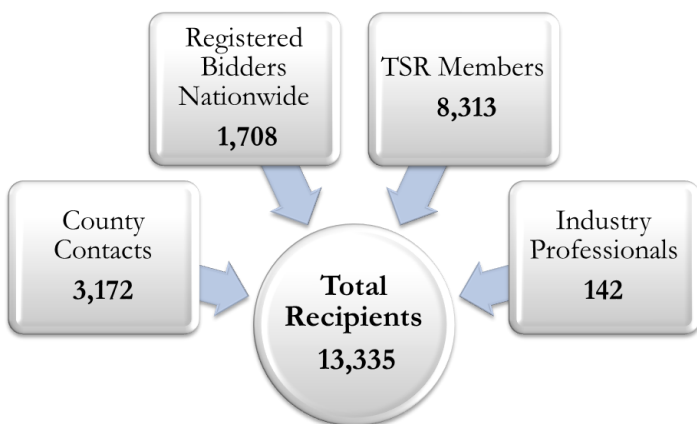
Four years from the date of the tax sale, the treasurer will accept applications and issue tax deeds for unredeemed real property to purchasers upon proof of compliance with the statutory notice requirements. A tax deed cannot be issued by the county treasurer after six years have lapsed since the original date of sale.”

Please visit <http://thetaxsaleresource.wordpress.com/> to read the rest of TSR’s Blog!

INDUSTRY CLASSIFIEDS

TSR is now offering a Classifieds section in the Tax Sale Times newsletter. We understand how difficult it is to advertise within the tax sale industry; therefore we have created a section specifically for professionals and businesses to advertise their products and services.

Tax Sale Resources	Tax Sale Resources	Tax Sale Resources
<p>This is an example of a classified ad from Tax Sale Resources. Did you know that we have several different tax sale list options?</p> <p>To accommodate all of your investing needs, we provide Historical Lists, OTC (Over the Counter) Lists, Enhanced Lists, and Premium Lists. For more information check us out today at</p> <p style="text-align: center;">www.taxsaleresources.com!</p>	<p>This is an example of a classified ad from Tax Sale Resources. Did you know that we provide Historical Tax Sale Data? For more information contact us today at support@taxsaleresources.com</p> <p>OR call us at</p> <p>1-877-982-9725</p>	<p>This is an example of a classified ad from Tax Sale Resources. Visit our website for detailed information on upcoming tax sales.</p> <p style="text-align: center;">www.taxsaleresources.com</p>



Reach OVER 13,300 industry consumers and professionals! Not only will your Classified Ad be featured in the Tax Sale Times newsletter, but it will also reach all paying TSR members via e-mail two weeks after the newsletter is published.

Pricing: \$40 per line with a four line minimum requirement. Each ad space holds approximately 10 lines. The very top line will be reserved for the name of the professional or business. Please note there is no charge for this top line.

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

WHAT'S NEW AT TSR?



Our office will be closed on Thursday, July 4th in observance of Independence Day. We would like to take this opportunity to thank all of those who have, and who continue to serve & protect our home country. We will resume normal office hours on Friday, July 5th.

Please have a happy & safe 4th of July from our team at Tax Sale Resources!

INDUSTRY TOOLS

**The Tax Lien Lady and the PIP Boys will be hosting another
2013 Tax Lien Investing Workshop & Conference
Friday, July 26, 2013 and they will be at the
REI Expo Saturday & Sunday
July 27-28**

Join the handpicked tax lien experts for one full day of education on Friday, July 26, 2013, and then join them on Saturday and Sunday for the REI Expo. You'll get instruction on how to invest in tax liens and redeemable deeds on your own, be able to network with other investors, and get some encouragement to overcome the obstacles that are holding you back. Plus you'll learn about "done for you" opportunities for investing and ways to automate the process of investing if you're doing it on your own.

Learn About the 3 Most Profitable States for Tax Lien Investing:

- **Illinois Tax Liens** - Illinois is the most profitable tax lien state - get returns of up to 36% per year?
- **Texas Redeemable Deeds** - 25% redemption penalty if redeemed in the first year, 50% redemption penalty if redeemed in the second year!
- **Georgia Redeemable Deeds** - 20% return, foreclose in 12 months!

During this conference you'll learn about tax liens and get the tools and resources that you need in order to be a successful tax lien investor. You'll learn how to invest in tax liens on your own and overcome the obstacles that are holding you back. And for those of you who just don't have time to do it yourself, you'll learn how to get it done for you.

This Seminar Is For You If:

- You want to learn how to make money with tax liens or tax deeds
- You're looking for a safe alternative investment to the stock market
- You need to Protect Your Retirement
- You're looking for ways to invest from home
- You're a foreigner and you want to invest in US tax liens or deeds
- You don't have time to invest yourself and want someone else to do the work for you!

For more information or to register, please visit <http://taxlieninvestingtips.com/tax-lien-investing-conference/>.

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](#).