

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

New Jersey: In June, New Jersey holds its accelerated sales and it is a very busy month. The interest rate is 18% per annum and the redemption period is two years. TSR is constantly monitoring for sale changes such as, location and sale time. Please refer to the New Jersey home page for updates.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=33

Maryland: The tax sales in Maryland will wind down in June, but there are still plenty to choose from. This state has a short redemption period and interest rates vary by county. Remember to contact any county you are interested in to find out its specific procedures as they vary significantly. Watch the Sale Calendar for the most recent updates.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=23

Louisiana: This state is a combination of tax lien sales and tax deed sales, but many of the parish tax lien sales happen May-June. On an interesting note, you are bidding on percent of ownership when you bid at these sales.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=21

Iowa: All tax sales in Iowa are held the on the third Monday in June. The sale dates are now input and lists will begin arriving the first week of June. Iowa has an excellent interest rate at 2% per month.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=18

Montana: Tax sales occur in Montana in July. 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



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.

- **Encore Capital Group Announces \$100 Million Credit Facility for the Purchase of Tax Lien Certificates:** <http://www.prnewswire.com/news-releases/encore-capital-group-announces-100-million-credit-facility-for-the-purchase-of-tax-lien-certificates-208131771.html>
- **Councilman: Township Plans Electronic Tax Sale Program Participation:** <http://tomsriver.patch.com/articles/councilman-township-plans-electronic-tax-sale-program-participation>
- **Ariz. appeals court rules tax lien purchasers must give notice to mortgage registry:** <http://legalnewsline.com/issues/sub-prime-mortgages/241599-ariz-appeals-court-rules-tax-lien-purchasers-must-give-notice-to-mortgage-registry>
- **New York City set to sell tax liens on homes damaged by Hurricane Sandy to debt collectors:** <http://www.nydailynews.com/new-york/nyc-set-sell-tax-liens-sandy-damaged-homes-article-1.1343026>

THE 3 MOST PROFITABLE STATES FOR TAX LIEN INVESTING

By: Joanne Musa



What Are the 3 most profitable states for tax lien investing?

None of the three most profitable states for tax lien investing have online tax sales. You have to show up in person at the tax sale, or have an agent do it for you. Two of the top three are not even tax lien states, they're redeemable deed states.

What's a Redeemable Deed?

A redeemable tax deed is like a regular tax deed, except that the original property owner can come back and redeem the property from the tax deed purchaser. In order to redeem the property the original owner must pay the bid price plus a hefty penalty, which varies according to the state.

There are seven redeemable deed states, but two of them have high rates of return with short (one year or less) redemption periods. Those states are Texas and Georgia. Besides being the most profitable states to invest in, they also have tax sales more often than the other redeemable deed states. The larger counties in Texas and in Georgia have tax sales once a month. The rights and responsibilities in these two states differ, even though they are both redeemable deed states the deeds are treated differently in each state.

The third most profitable state for tax lien investing is a tax lien state, but in this state the investor receives a penalty, not an interest rate – like the redeemable deed states. A penalty is more profitable to the investor because it is not annualized, so if the lien redeems a few days after the tax sale, you get the full penalty amount, not some annualized rate.

To illustrate this, lets say you purchase a lien in one of the lien states that has a fairly high interest rate and you get it at the default rate. We'll use a rate of 18% per annum. If the lien redeems just one month after the tax sale, you don't receive 18% on your investment, you received an annualized rate of 18%, which is effectively 1.5% on your investment one month after the tax sale. If you purchased that lien in a state that pays a penalty and not an interest rate, and you bid 18% on the lien, you would receive 18% on your money, even if it redeems a few days after the tax sale.

So which state is it that it the most profitable tax lien state? It's Illinois, but if you purchase a tax lien certificate in this state you have certain responsibilities that need to be carried out in order to protect your investment. Investing in tax liens or redeemable deeds in any of these states is not for the faint of heart. If you don't know what you're doing, you could lose your investment.

If you plan on investing in any of these states, you need to know what your doing before bidding at the tax sale. Another alternative is to let an expert do everything for you; from the due diligence before bidding at the tax sale, to taking care of foreclosure procedures and maintaining the property after the redemption period is over.

Get specialized training for investing in these three states and learn how you can have experts do the investing for you, at the Tax Lien Lady's next 2013 Tax Lien Investing Conference with Platinum Investment Properties West. Find out more at <http://taxlieninvestingtips.com/tax-lien-investing-conference/>.

About The Author: Joanne Musa is the owner and founder of <http://www.TaxLienLady.com/> and is 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.

DON'T FORGET

- [CLICK HERE](#) to check out TSR's tax sale Nationwide Calendar!
- Sign up for our weekly state updates at news@taxsaleresources.com.

TSR BLOG HIGHLIGHT

A Guide to Iowa Tax Sales

Iowa is a tax lien state. It has the second highest interest rate of all the tax lien states and the interest is not bid down at the tax sale. The tax lien sale is the responsibility of the county treasurer. The interest rate is 2% per month (24% per annum) with a fraction of a month counting as a whole month, and the redemption period is two years.

Iowa has an unusual bidding procedure where the percent of ownership in the property is bid down. The bidder willing to accept the least percentage of ownership in the property, should the lien not be redeemed, is the one who gets the lien. This system can lead to some sticky situations if the lien does not redeem, with the owner still owning a percentage of the property along with the lien holder, bidders or counties do not favor it. Some counties use a random selection process instead of the bid down percent ownership method.

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

This is an example of a classified ad from Tax Sale Resources. Did you know that we have several different tax sale list options?

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

www.taxsaleresources.com!

Tax Sale Resources

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

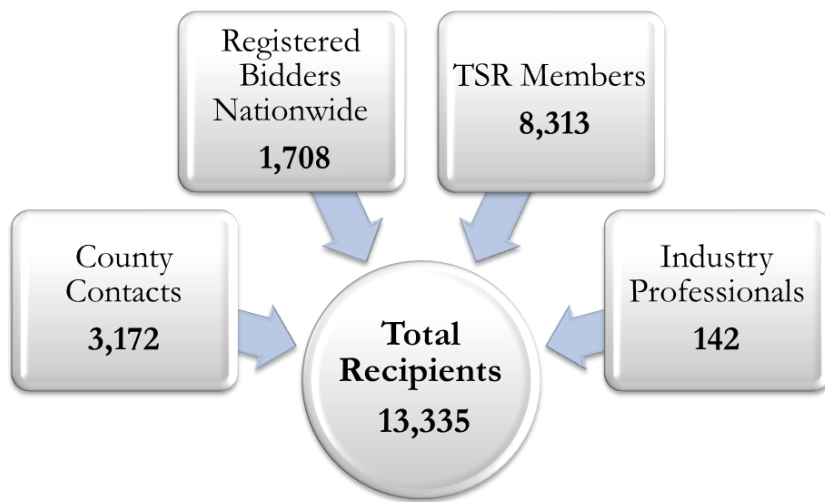
OR call us at

1-877-982-9725

Tax Sale Resources

This is an example of a classified ad from Tax Sale Resources. Visit our website for detailed information on upcoming tax sales.

www.taxsaleresources.com



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.

TSR CURRENT OTC LISTS

Pricing for TSR’s OTC (Over the Counter) Lists:

- \$6 per list for all orders 10 lists and under
- \$5 per list for all orders over 10 lists

Don’t forget you can add TSR Premium data to any list - \$25 minimum. For more information, or to place your order please contact us directly at support@taxsaleresources.com!

STATE	COUNTY		
Alabama	Dallas County	Alabama	Coosa County
Alabama	Lamar County	Alabama	Birmingham City
Alabama	Lauderdale County	Alabama	Montgomery County
Alabama	Lee County	Alabama	Mobile County
Alabama	Macon County	Alabama	Colbert County
Alabama	Hale County	Alabama	Choctaw County
Alabama	Geneva County	Alabama	Calhoun County
Alabama	Elmore County	Alabama	Chilton County
Alabama	Jackson County	Alabama	Covington County
Alabama	Escambia County	Arizona	Maricopa County
Alabama	De Kalb County	Arizona	Yavapai County
Alabama	Dale County	Arizona	Coconino County
Alabama	Houston County	Arizona	Navajo County
Alabama	Madison County	Arizona	Greenlee County
Alabama	Pickens County	Arizona	Pinal County
Alabama	Tuscaloosa County	Arizona	Apache County
Alabama	Tallapoosa County	Arizona	Cochise County
Alabama	Fayette County	Arizona	Yuma County
Alabama	Sumter County	Arizona	Graham County
Alabama	Saint Clair County	Colorado	Gilpin County
Alabama	Shelby County	Colorado	Alamosa County
Alabama	Russell County	Colorado	El Paso County
Alabama	Randolph County	Colorado	Larimer County
Alabama	Perry County	Colorado	Park County
Alabama	Etowah County	Colorado	Jefferson County
Alabama	Marengo County	Colorado	Grand County
Alabama	Talladega County	Colorado	Saguache County
Alabama	Morgan County	Colorado	Prowers County
Alabama	Pike County	Colorado	Morgan County
Alabama	Baldwin County	Colorado	Clear Creek County
Alabama	Bullock County	Colorado	Archuleta County
Alabama	Blount County	Colorado	Arapahoe County
Alabama	Coffee County	District of Columbia	District of Columbia
Alabama	Barbour County	Florida	Okeechobee County
Alabama	Bibb County	Florida	Hendry County
Alabama	Butler County	Florida	Hernando County
Alabama	Chambers County	Florida	St. Johns County
		Florida	Gadsden County

TSR CURRENT OTC LISTS...CONTINUED

Florida	Broward County
Florida	Miami-Dade County
Florida	Columbia County
Florida	Gilchrist County
Florida	Manatee County
Florida	Sumter County
Florida	Lake County
Florida	Osceola County
Florida	Polk County
Florida	Okaloosa County
Florida	Glades County
Florida	Volusia County
Florida	Flagler County
Florida	Escambia County
Florida	Baker County
Florida	Bradford County
Iowa	Fremont County
Iowa	Black Hawk County
Maryland	Kent County
Maryland	Queen Anne's County
Maryland	Caroline County
Maryland	Worcester County
Minnesota	Washington County
Minnesota	Ramsey County
Minnesota	Morrison County
Minnesota	Jackson County
Minnesota	Stearns County
Minnesota	Todd County
Minnesota	Cass County
Minnesota	Nicollet County
Minnesota	Crow Wing County
Minnesota	Douglas County
Minnesota	Clay County
Minnesota	Olmsted County
Minnesota	Anoka County
Minnesota	Freeborn County
Minnesota	Hennepin County
Minnesota	Houston County
Minnesota	Itasca County
Minnesota	Becker County
Minnesota	Goodhue County
Minnesota	Big Stone County
Minnesota	Lac Qui Parle County
Minnesota	Blue Earth County

Minnesota	St. Louis County
Minnesota	Brown County
Minnesota	Wadena County
Minnesota	Pine County
Minnesota	Clearwater County
Minnesota	Dodge County
Minnesota	Le Sueur County
Minnesota	Koochiching County
Minnesota	Benton County
Minnesota	Carver County
Minnesota	Mower County
Minnesota	Otter Tail County
Minnesota	Renville County
Mississippi	Yazoo County
Mississippi	Monroe County
Mississippi	Webster County
Mississippi	Prentiss County
Mississippi	Washington County
Mississippi	Rankin County
Mississippi	Newton County
Mississippi	Yalobusha County
Mississippi	Tallahatchie County
Mississippi	Sunflower County
Mississippi	Stone County
Mississippi	Sharkey County
Mississippi	Scott County
Mississippi	Smith County
Mississippi	Pearl River County
Mississippi	Pontotoc County
Mississippi	Pike County
Mississippi	Tate County
Mississippi	Tippah County
Mississippi	Winston County
Mississippi	Noxubee County
Mississippi	Oktibbeha County
Mississippi	Wilkinson County
Mississippi	Panola County
Mississippi	Warren County
Mississippi	Union County
Mississippi	Tunica County
Mississippi	Tishomingo County
Mississippi	Perry County
Mississippi	Neshoba County
Mississippi	Lee County

TSR CURRENT OTC LISTS...CONTINUED

Mississippi	George County
Mississippi	Jefferson Davis County
Mississippi	Jefferson County
Mississippi	Jasper County
Mississippi	Itawamba County
Mississippi	Issaquena County
Mississippi	Humphreys County
Mississippi	Holmes County
Mississippi	Hancock County
Mississippi	Grenada County
Mississippi	Greene County
Mississippi	Lafayette County
Mississippi	Lamar County
Mississippi	Lawrence County
Mississippi	Marion County
Mississippi	Madison County
Mississippi	Lowndes County
Mississippi	Lincoln County
Mississippi	Leflore County
Mississippi	Jackson County
Mississippi	Harrison County
Mississippi	Leake County
Mississippi	Marshall County
Mississippi	Jones County
Mississippi	Chickasaw County
Mississippi	Calhoun County
Mississippi	Bolivar County
Mississippi	Attala County
Mississippi	Alcorn County
Mississippi	Adams County
Mississippi	Choctaw County
Mississippi	Claiborne County
Mississippi	Benton County
Mississippi	Clay County
Mississippi	Coahoma County
Mississippi	Copiah County
Mississippi	Covington County
Mississippi	Forrest County
Mississippi	De Soto County
Mississippi	Clarke County
Montana	Yellowstone County
Montana	Rosebud County
Montana	Teton County
Montana	Stillwater County

Montana	Missoula County
Montana	Golden Valley County
Montana	Flathead County
New Jersey	Neptune Township (Monmouth)
New York	Newburgh City (Orange)
New York	Orange County
New York	Hancock Village (Delaware)
New York	Delaware County
New York	Dutchess County
Oregon	Crook County
Oregon	Coos County
Oregon	Lake County
Oregon	Lincoln County
Oregon	Multnomah County
Oregon	Columbia County
Oregon	Lane County
Oregon	Jackson County
Oregon	Linn County
Oregon	Douglas County
Oregon	Tillamook County
Texas	Medina County
Texas	Waller County
Texas	Bandera County
Texas	Falls County
Texas	Ector County
Texas	Eastland County
Texas	Duval County
Texas	Jackson County
Texas	Dickens County
Texas	Colorado County
Texas	Coleman County
Texas	Fayette County
Texas	Fort Bend County
Texas	Hunt County
Texas	Hudspeth County
Texas	Houston County
Texas	Hays County
Texas	Harris County
Texas	Gregg County
Texas	Gonzales County
Texas	Galveston County
Texas	Frio County
Texas	Clay County
Texas	Cherokee County

TSR CURRENT OTC LISTS...CONTINUED

Texas	Bexar County
Texas	Bee County
Texas	Bastrop County
Texas	Austin County
Texas	Atascosa County
Texas	Archer County
Texas	Aransas County
Texas	Angelina County
Texas	Blanco County
Texas	Bosque County
Texas	Brazoria County
Texas	Chambers County
Texas	Cass County
Texas	Camp County
Texas	Cameron County
Texas	Caldwell County
Texas	Burleson County
Texas	Brown County
Texas	Brooks County
Texas	Anderson County
Texas	Jasper County
Texas	Zavala County
Texas	San Jacinto County
Texas	San Augustine County
Texas	Sabine County
Texas	Refugio County
Texas	Polk County
Texas	Orange County
Texas	Navarro County
Texas	Morris County
Texas	San Saba County
Texas	Shelby County
Texas	Smith County
Texas	Young County
Texas	Wood County
Texas	Wharton County
Texas	Walker County
Texas	Val Verde County
Texas	Upshur County
Texas	Tyler County
Texas	Trinity County
Texas	Montgomery County
Texas	Montague County
Texas	Lee County

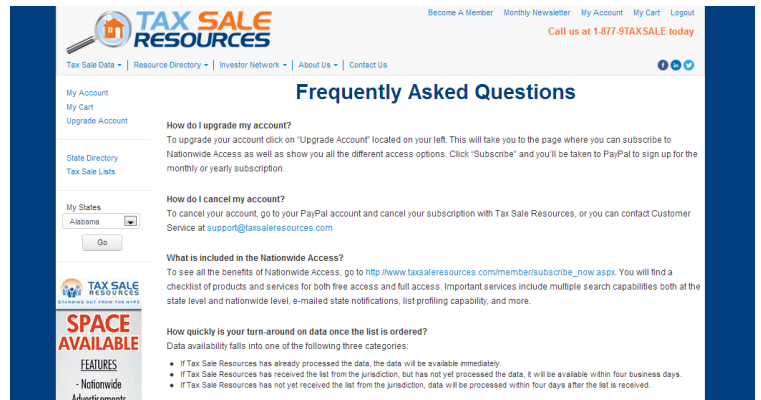
Texas	La Salle County
Texas	Kleberg County
Texas	Kinney County
Texas	Kaufman County
Texas	Jones County
Texas	Johnson County
Texas	Jim Hogg County
Texas	Liberty County
Texas	Limestone County
Texas	Live Oak County
Texas	Mills County
Texas	Midland County
Texas	McLennan County
Texas	McCulloch County
Texas	Maverick County
Texas	Matagorda County
Texas	Madison County
Texas	Llano County
Texas	Jefferson County
Texas	Pecos County
Texas	Tarrant County
Texas	Ellis County
Texas	Travis County
Virginia	Alleghany County
Virginia	Accomack County
Virginia	Gloucester County
Virginia	Dinwiddie County
Virginia	Nottoway County
Washington	Pierce County
Wisconsin	Waupaca County
Wisconsin	St. Croix County
Wisconsin	Chippewa County
Wisconsin	Sauk County
Wisconsin	Pepin County
Wisconsin	Wood County
Wisconsin	Eau Claire County
Wisconsin	Fond du Lac County

For more information about TSR's current OTC Lists or to place your order, please contact us directly at support@taxsaleresources.com.

WHAT'S NEW AT TSR?

As you know, we have recently updated the design of our website. The purpose of this new design was to create a more user-friendly experience for our customers. We invite you to check out some of our updated and new website pages.

- **ABOUT US: Meet Our Team** - You will find all of the current TSR team! Feel free to check out their LinkedIn profiles or contact them at the e-mail addresses listed on this page. [CLICK HERE](#)
- **ABOUT US: FAQ's** - You will find TSR's most frequently asked questions on this page. Questions and answers range from upgrading your account to bulk list pricing. [CLICK HERE](#)



The screenshot shows the Tax Sale Resources website interface. At the top, there is a navigation bar with links for 'Tax Sale Data', 'Resource Directory', 'Investor Network', 'About Us', and 'Contact Us'. A user is logged in as 'Become A Member' with options for 'Monthly Newsletter', 'My Account', 'My Cart', and 'Logout'. A phone number 'Call us at 1-877-9TAXSALE today' is displayed. The main content area is titled 'Frequently Asked Questions' and contains several questions and answers regarding account upgrades, cancellations, nationwide access, and data availability. A sidebar on the left includes links for 'My Account', 'My Cart', 'Upgrade Account', 'State Directory', and 'Tax Sale Lists'. A 'Go' button is visible below the 'My States' dropdown menu. A 'SPACE AVAILABLE' banner is also present in the sidebar.

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. 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



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.

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](#).