

May 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



New Jersey: This state is a very popular state for tax liens and is gearing up once again for one of its busiest times of the year. The interest rate is 18% per annum and the redemption period is two years. Many of the 566 jurisdictions in New Jersey have sales and accelerated sales starting in April that run through the end of June. The state will then die down again until October. Keep an eye on the New Jersey News & Updates page on TSR's website as we track sale dates and times, as well as all other changes that occur.

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

Maryland: This state has a short redemption period and interest rates vary by county. All sale dates run from May-June with only one tax sale in April (Calvert County). Remember to contact any county you are interested in to find out its specific procedures as they vary significantly. We have scheduled most sales for this state and we began acquiring lists last month.

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

Florida: Florida lien sales are slowly being scheduled. Please note there is a slight delay in all those using Real Auction as the online auction source. TSR will be producing all lists, and if you are a full state package member you will also receive additional data. Contact us at support@taxsaleresources.com for more details.

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=11

Arkansas: Arkansas is a new state for TSR and we are currently populating sale dates. These lists can be produced on an as needed basis. Please send your request directly to support@taxsaleresources.com. This state offers delinquent properties for deed sales with a very short 30-day redemption period. Interestingly, most sales are handled by the state versus the county. TSR has collected many of the sale dates happening between April-May. Stay tuned for more to come!

http://www.taxsaleresources.com/TaxsaleSearch.aspx?state_id=5

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



INDUSTRY TOOLS

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.

- Tax Certificate Sales Workshops are May 1-22 in Northwest Florida: <http://www.crestviewbulletin.com/news/community/tax-certificate-sales-workshops-are-may-1-22-in-northwest-florida-1.132932>
- Bogota Set for Another Accelerated Lien Sale: http://www.northjersey.com/news/204429681_Bogota_set_for_another_accelerated_lien_sale.html
- Sophisticated Real Estate Fraud Uncovered in SoCal: http://abclocal.go.com/kabc/story?section=news/local/los_angeles&id=9057419



* 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.



SECONDARY TAX LIENS

By: Joanne Musa

Are secondary tax liens for you?

There are basically two types of tax lien investors; those that invest to get high interest on their money and those that invest for the possibility of owning properties for the back taxes. Which are you?

Tax liens are not a way to get property for back taxes, but it does happen once in a while. Investors who want to own property have a better chance of getting the property with redeemable deeds. Of course with tax deeds, you are actually purchasing the property. But, did you know that there is another way to invest in tax liens and increase your chance of foreclosing on the properties?

You can increase your chances of foreclosing on a tax lien by buying secondary tax liens that are ready to foreclose from another tax lien investor. Why would an investor want to sell you their lien when it's ready to foreclose? Some investors buy liens for the return, and they are really not interested in owning property. They may be investing from another state or another country and don't want to own property where they purchased the lien. They would rather have the return on their money than pay the foreclosure costs and wait for the lien to foreclose; therefore having to deal with the rehab, selling, or rental of the property. They would even rather take a smaller return than what they bid at the tax sale, then go through the foreclosure process.

EXAMPLE	
Sale Price	\$1,500.77
Foreclosure	\$2,500.00
Back Taxes	\$4,800.00
Total Cost	\$8,800.77
Current Value	\$50,100.00

Large institutional tax lien buyers sell off their liens all the time, but they usually sell them in bulk to banks, fund companies, and large investors. They typically do not cater to small investors. Although, there are some tax lien investing agents that do sell liens to individual investors. These agents are typically very careful with their due diligence since they are buying for individuals.

For more information about secondary tax liens, please visit <http://www.TaxLienLady.com/> today!

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.

TSR BLOG HIGHLIGHT

A Guide to California Tax Sales

California is a true deed state with no redemption period and no interest rate or penalty. However, even though there is no redemption period after the sale, the owner (or a lien holder) has one year to initiate proceedings to challenge the validity or irregularity of the tax sale. The county treasurer/tax collector conducts the tax sales. The minimum bid price is the total amount necessary to redeem, plus the costs of sale. Properties that are not sold may be re-offered within ninety days, or at the next scheduled sale at a minimum price that the tax collector deems appropriate.

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

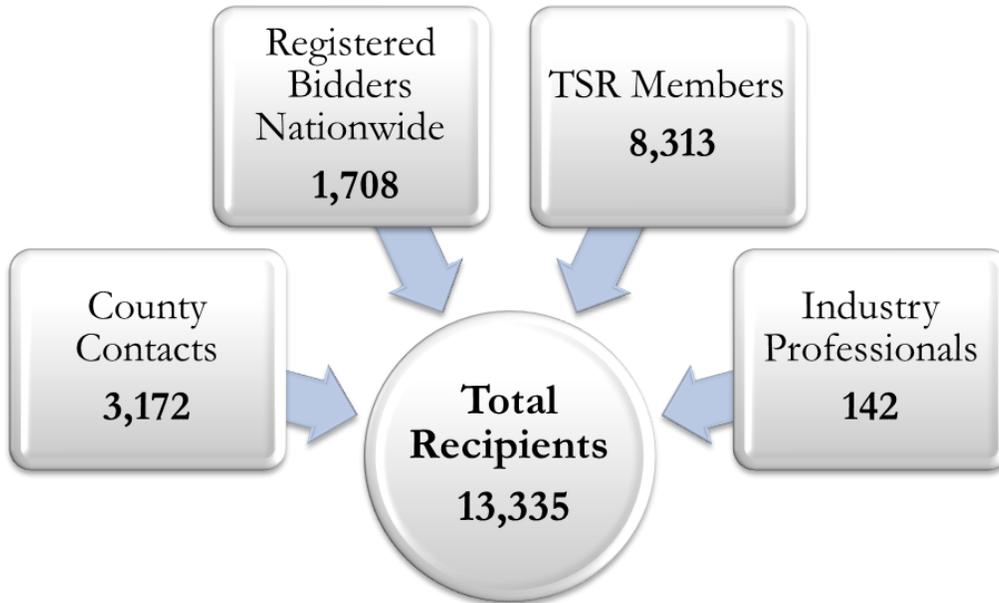
INDUSTRY CLASSIFIEDS

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.

CURRENT CLASSIFIEDS: MAY 2013

<p>Looking to acquire lien portfolios in FL, IN, SC, IL, NY, OH, CT, KY with aggregate value greater than \$250K, or individual liens greater than \$25K</p> <p>Contact: purchasing@lienservicing.com</p>	<p>Florida REO liquidation.</p> <p>All land.</p> <p>Quit claim only. Cheap cheap dirt.</p> <p>305-512-1170</p>	 <p>Nationwide! TAX TITLE SERVICES CAN QUALIFY TAX DEEDS TO TITLE INSURANCE WITHOUT A QUIET TITLE ACTION. THE PROCESS USUALLY TAKES 45-60 DAYS.</p> <p>www.taxtitleservices.com</p>
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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?

We have updated the design of our website! The purpose of this new design was to create a more user-friendly experience for our customers. For example, we have updated our tabs to make it easier to find what you are looking for, whether it is a tax sale data search or a specific category in our Resource Directory. In addition to this new design we are currently in the process of adding new pages, such as our "Meet Our Team" page that is listed under the About Us tab! We will also be creating a new page for Advertising-you will notice the link at the bottom of each page.

Stay tuned for more site updates by regularly checking our Facebook, Twitter, and LinkedIn Pages!

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Join Us
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. We are currently serving over 10,000 users worldwide and counting, while offering over 4,500 jurisdictions nationwide. Our number one priority is to ensure everything is at your fingertips to run your operation efficiently. Drastically reduce your overhead and research costs by contacting us today. Good luck with all your investment ventures!
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DON'T FORGET

- [Click Here](#) to check out the tax sale Nationwide Calendar!
- Sign up for our weekly state updates at news@taxsaleresources.com.

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](#).