

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

**Colorado:** Colorado uses the premium bid method and is a tax lien state. Although it has a lower interest rate, you are guaranteed that interest rate. Sales are happening now through the end of November. We have produced several lists including: Denver, Mesa, Douglas, Grand, Arapahoe, Larimer, and Boulder. For more information on sale dates visit:

[http://www.taxsaleresources.com/NewsAndUpdate.aspx?state\\_id=7](http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=7)

**Illinois:** Illinois has the highest rate of return in the country with an 18% interest rate every six months! Its redemption period is 2 - 2 1/2 years depending on what type of property the parcel qualifies as; however, the interest rate is bid down at the sale. For more information on sale dates, please go to:

[http://www.taxsaleresources.com/NewsAndUpdate.aspx?state\\_id=16](http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=16)

**New Jersey:** This is New Jersey's second busiest time of the year with both standard and accelerated sales being held. TSR offers tax sale data for both and we are continuously populating sale dates, date changes, and time changes. Check out the Calendar and News and Updates regularly for any and all changes.

[http://www.taxsaleresources.com/NewsAndUpdate.aspx?state\\_id=33](http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=33)

**South Carolina:** TSR is now producing lists for South Carolina which are happening now through December. The sales usually take place on the first Monday of each month. This is a redeemable deed state with a one year redemption period and a 3% return every quarter. Tax sales in South Carolina are also known as Forfeited Land Commission Sales. For more information visit:

[http://www.taxsaleresources.com/NewsAndUpdate.aspx?state\\_id=45](http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=45)

**West Virginia:** West Virginia conducts both tax lien and tax deed sales. The interest on tax liens is 12% per annum (1% per month) and the redemption period is 17 months. Liens that are not sold at the tax lien sale are certified to the state. The tax lien sales are held from mid-October to late November. For the latest updates, please go to:

[http://www.taxsaleresources.com/NewsAndUpdate.aspx?state\\_id=54](http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=54)

**Upcoming Tax Sales in Arizona:** Although not until February, TSR is preparing for a busy tax sale season in Arizona. As we enter the Holiday Season, make sure to keep checking for News and Updates in this state. Be sure to contact us at [support@taxsaleresources.com](mailto:support@taxsaleresources.com) if you are interested in a particular county. As always, we will do our best to accommodate your investment needs!

For more information about upcoming tax sale states, please visit us at [www.taxsaleresources.com](http://www.taxsaleresources.com) OR check out our blog at <http://thetaxsaleresource.wordpress.com/>.

## UPCOMING INDUSTRY EVENTS

- **2013 ACCESS Tax Lien Talk (TLT):** The premier networking and thought leadership conference for tax lien professionals. Meet with BloxTrade and many other leading industry professionals by registering at <http://accessslt.com> ! The ACCESS TLT conference will be held from November 6th through the 8th at The Phoenician in Scottsdale, Arizona.



## INDUSTRY NEWS

We would like to share interesting information, news, and events going on throughout the tax sale industry. Please click on the following links and note the sources. This section is located throughout the Tax Sale Times newsletter.

- **Indiana Supreme Court revisits and reaffirms constitutionality of tax sale mortgagee notice requirements-** <http://www.lexology.com/library/detail.aspx?g=0120f6cf-9a7a-4e29-8a37-f1060d2244c1>
- **D.C. Council wrestles with tax lien reforms-** [http://www.washingtonpost.com/local/dc-politics/dc-council-wrestles-with-tax-lien-scandal/2013/10/17/ac3e610e-3766-11e3-8a0e-4e2cf80831fc\\_story.html](http://www.washingtonpost.com/local/dc-politics/dc-council-wrestles-with-tax-lien-scandal/2013/10/17/ac3e610e-3766-11e3-8a0e-4e2cf80831fc_story.html)
- **Council OKs plan to sell tax liens-** [http://articles.philly.com/2013-10-26/news/43397599\\_1\\_council-oks-liens-philadelphia-city-council](http://articles.philly.com/2013-10-26/news/43397599_1_council-oks-liens-philadelphia-city-council)
- **Three plead guilty in tax sale scheme-** [http://www.thetelegraph.com/news/local/article\\_d479c7b4-378c-11e3-a26f-0019bb30f31a.html](http://www.thetelegraph.com/news/local/article_d479c7b4-378c-11e3-a26f-0019bb30f31a.html)



## 5 STEPS TO BUYING PROFITABLE TAX LIENS

by: Joanne Musa

Once you have purchased your first tax lien(s), it is important to protect your investment(s) in order to eventually collect your profit. Prepare for becoming a successful tax lien investor by taking the following steps.

### **Step #1: Select the Right Place To Invest**

“Where is the best place to invest in tax liens?” “What are the best states to invest in?” These are very common questions for new tax lien investors. The best place to invest for one person might not be the best place for you to invest. It all depends on your answers to the following questions:

- Are you looking for a high return on your investment or do you want to own property?
- What state do you live in?
- Where do you like to vacation?
- How much money do you have to invest?
- Are you investing with money from your retirement account or after tax money?
- Are you looking for a short term or long term investment?

Investing in tax liens rather than deeds or redeemable deeds, might be a more appropriate choice for those that are not looking at investing very much money. If you would like to potentially gain ownership in a property and not just gain a high interest on your investment, than you are better off investing in tax deeds or redeemable tax deeds – not tax liens. The first thing that you need to do is to find the closest state to you where it would make sense for you to invest, based on your answers to the questions above.

### **Step #2: Track Down the Tax Sale Information**

Next you need to get the tax sale information; the bidding procedures for the tax sale, the location and time of the tax sale, the terms of the sale, and the tax sale list. There are several resources available, such as Tax Sale Resources. Tax Sale Resources does also suggest contacting the individual jurisdictions in order to complete thorough due diligence.

### **Step # 3: Evaluate the Tax Sale Properties**

This is an extremely important step in the tax sale investing process. You must do your due diligence on the properties in the tax sale to see which ones are worth bidding on. When evaluating the properties, make sure to have an organized way to track the information for each property. Typically, you’ll need to know more about the properties in a tax deed sale than you will for properties that are in a tax lien sale.

## **5 STEPS TO BUYING PROFITABLE TAX LIENS...CONTINUED**

by: Joanne Musa

Even for tax lien properties, you'll want to know that the property is valuable before you purchase a lien on it. At the very minimum, you will want to know the tax assessed value of the property and visually what the property looks like in person. It's also nice to know when the property was last sold, what price it sold for, and whether or not there is a mortgage on it. For tax deed properties, you'll also want to know if there are any liens, judgments, or encumbrances on the property. For both tax lien and tax deed properties, it is also important to know whether or not there are environmental issues surrounding the property.

### **Step #4: Prepare to Bid at the Tax Sale**

Now that you've got the tax sale information, done your due diligence, and determined which properties you will bid on, it's time to get ready to go to the tax sale. You'll have to register to bid and make sure that you have the proper form of payment for any successful bids that you might have. Make sure that you understand the terms of the sale and bidding procedures and that you complete any necessary paperwork. You will need a tax ID in order to bid at a tax lien sale and you'll need to supply a w-9 form (foreigners will need to have a w-8BEN form).

### **Step#5: Show Up And Bid At The Tax Sale!**

Once you've done all of your homework, it's time to show up and bid. If the sale is live make sure that you arrive early, in plenty of time to get any updates of liens or deeds that have been removed from the list, and a good seat. Make sure that you don't have any distractions. Auctions happen very fast! It helps to have a bid sheet with all of the properties that are on the sale list, with the ones that you want to bid on marked with the amount that you're prepared to bid. Do not get carried away and bid more than your pre-determined amount for a property, and don't bid on any properties that you did not investigate first! Pay for any successful bids on time or they may be re-bid and you may be barred from future tax sales.

This 5 STEP process is shared with you by Joanne Musa the Tax Lien Lady, so that you'll learn from years of experience and hopefully won't make any bad decisions when it comes to purchasing tax sale properties. For more information, please visit [www.taxliendlady.com](http://www.taxliendlady.com)!

**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 South Carolina Tax Sales**

South Carolina is a redeemable deed state. Tax sales are the responsibility of the county treasurer or the delinquent tax department. Bidding starts at the combined amount of delinquent and current taxes due, and is bid in \$25.00 increments. Payment in cash or certified funds must be made by 5:00 P.M. on the day of the sale. If the bidder fails to remit payment within the time allowed, a fine of up to \$300 per bid may be charged.

If a property is included in the sale because of an error, the sale will be nullified and the full bid amount with no interest will be returned to the successful bidder.

The owner has one year to redeem the property, and may do so by paying the bid amount plus 3% per quarter and up to 12% interest for a full year. Any premium that was bid is returned with interest if the property is redeemed. If the property is not redeemed, the previous owner may request the premium from the county. The deed is issued after the one year redemption period and may take several months to finalize, depending on how busy the department handling the tax sale is. Sales are held in the fall. Tax sales are referred to as "forfeited land commission sales."

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

## INDUSTRY TOOLS

**Upcoming Tax Sale Industry Event:** TSR will be attending Tax Lien Talk 2013 presented by the ACCESS Conference Series on 11/6-11/8 in Scottsdale, Arizona. We invite you to come visit TSR's CEO: Brian



Seidensticker, COO: Rachel Seidensticker, and Marketing & Finance Director: Carissa Jenkins.

### **The ACCESS Conference Series Presents Tax Lien Talk (TLT) 2013**

Hosted by BloxTrade, for the third consecutive year, ACCESS TLT will once again provide exclusive access to industry resources that cannot be found anywhere else in the institutional world. Previously an industry fraught with back-door

dealings and negative public perception, the passion and efforts of leaders such as event founder Tom McOsker in putting together a conference of this type have helped to legitimize the industry through education and transparency.

Attendees can shift from passive viewers to active co-creators through interactive educational sessions, social events that are truly social, and deeper conversations with speakers, peers and thought leaders. Some agenda items include:

- Opening Night Fiesta: Networking Arizona style, complete with salsa and margarita making competitions
- Return to Normal? How the changing policy landscape will impact the economy and housing markets and what it means for interest rates and your bottom line
- Tax Liens vs. Loans Showdown – Can the two models really coexist?
- Faster, Smarter, Cheaper: How the industry managers and data providers are changing the way we access lien data



Continuing to build on the transparency and credibility of the tax lien industry, the conference will also give back to the communities where it is held. New in 2013, ACCESS TLT will begin a legacy donation to local Habitat for Humanity chapters; with plans to donate at least one house per year that can be rehabilitated for families in need.

Please visit <http://www.accesstlt.com/> for more information and to register for the ACCESS TLT 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](mailto: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](#).