

TAX SALE TIMES



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November 2014

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NEW JERSEY

This is the second busiest time of year for tax sales in New Jersey. Don't miss out on an opportunity this month and early December:

Norwood Borough (Bergen) - 11/12

Westampton Township (Burlington) - 11/19

North Bergen Township (Hudson) - 11/20

Franklin Township (Somerset) - 12/1

[CLICK HERE](#) to view the calendar.

FROM THE TOP

I recently had the opportunity to attend the 2014 National Tax Lien Association Fall Symposium in Washington D.C. [CLICK HERE](#) for information from this event.

It is abundantly apparent the NTLA has made great strides in strengthening not only its membership, but also its relationships with taxing authorities across the country. County officials in several states approached the NTLA in 2014 for help in re-writing legislation and bringing more funding to their home states.

Industry leading investors, software companies, attorneys, and servicing companies gathered to discuss responsible investing and chart the course for 2015. As we are all aware, the tax sale industry is constantly changing and it is imperative to stay up-to-date and prepare for possible changes.

I was very pleased with the event and thoroughly believe the NTLA is leading the industry in the right direction. If you're not already a member, I would highly suggest looking into it and joining us at their Annual Conference & Meeting in Fort Lauderdale, Florida this coming February – www.thentla.com. I look forward to seeing you there!

Good luck with all your investment ventures!

Brian Seidensticker



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CHECK OUT THESE STATES



ILLINOIS

- Illinois is a combination state, but the lien tax sales are primarily held October through December. There are a few sales that happen after the 1st of the year.
- The redemption period is two to two and a half years.
- The highest potential interest rate is 36%, although it is a bid down state.
- All bidders must register ten days in advance of the tax sale. Usually there is a high registration fee and deposit for most counties. Please practice your due diligence prior to attending a tax sale.

NEW JERSEY

- New Jersey is a tax lien state.
- The redemption period is two years.
- The interest rate is 18% per annum.
- In addition to the interest, there is also a penalty. The penalty is from 2-6% depending on the certificate amount. The penalty is only paid on the certificate amount, not on subsequent tax payments.
- The bidding procedure is different in New Jersey. The interest rate is bid down and then the premium is bid.
- There is a ten day grace period after the sale in which the lien can be redeemed without penalty.

UPCOMING SALES

- New Jersey: November-December (this is the second busiest time of the year in NJ)
- South Carolina: November-December
- South Dakota: December
- Colorado: November-December
- Illinois: November-January
- West Virginia: November-December
- Georgia: Every Month
- Texas: Every Month

To view all upcoming tax sales [CLICK HERE](#).

COLORADO UPDATE

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

- **Costilla (11/12)**
- **Dolores (11/14)**
- **Cheyenne (11/18)**
- **Fremont (11/20)**
- **Boulder (11/21)**
- **San Miguel (11/24)**



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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](#)

- October 31, 2014
- Politically connected company would benefit from state Amendment 3

[CLICK HERE](#)

- October 30, 2014
- Steel Valley school board ponders land bank

[CLICK HERE](#)

- October 29, 2014
- Would You Buy This? City To Auction Off Properties

[CLICK HERE](#)

- October 20, 2014
- Constitutional amendments 3,10 deal with delinquent taxes, blight

[CLICK HERE](#)

- October 16, 2014
- Vigo County tax sale generates just over \$1 million

[CLICK HERE](#)

- October 12, 2014
- Evansville official looks at new options for disposing of tax-delinquent property

[CLICK HERE](#)

- October 8, 2014
- Milwaukee borrowing \$33 million to cover tax delinquencies

[CLICK HERE](#)

- October 2, 2014
- 44 properties go for \$184,000 at annual delinquent tax sale

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NATIONAL TAX LIEN ASSOCIATION 2014 SYMPOSIUM

By: Brad Westover, National Tax Lien Association



National Tax Lien Association

The National Tax Lien Association (NTLA) – the nation’s only professional trade organization for the tax lien industry – celebrated its seventeenth year with another successful Fall Symposium in Washington D.C. The two-day symposium covered tax lien market research, foreclosure, legislative reports, the recent D.C. moratorium and other pressing issues which a professional deals with on a daily basis.

The NTLA Board of Directors and other symposium participants kicked off the event with a day of service by volunteering at Habitat for Humanity of Washington, DC homebuilding project. NTLA members raised over \$8,000 for the charity and will continue to collect donations till the end of the year. To donate please visit www.thentla.com/helpthehomeless.

The event was highlighted by Jim Meeks’, CEO of MTAG Services, presentation of the legislative outreach and plan powered by LexisNexis StateNet which sifts through 150,000 new bills introduced each year to protect and preserve tax lien investor and servicer interests.

The NTLA reported its market research and key findings as follows:

- The State of **Maryland** has 2,195,434 total parcels. The delinquent parcel count was 121,073 which represented \$236 million in unpaid property taxes. The amount sold at tax lien auctions was \$117 million from 45,033 tax lien certificates.
- The State of **Mississippi** has 1,629,352 total parcels. The delinquent parcel count was 110,247 which represented \$110 million in unpaid property taxes. The amount sold at tax lien auctions was \$108 million from 108,042 tax lien certificates.
- The State of **Indiana** has 3,592,223 total parcels. The delinquent parcel count was 61,307 which represented \$331 million in unpaid property taxes. The amount sold at tax lien auctions was \$32 million from 8,313 tax lien certificates.
- The State of **Nebraska** has 1,046,928 total parcels. The delinquent parcel count was 30,402 which represented \$41 million in unpaid property taxes. The amount sold at tax lien auctions was \$19 million from 14,598 tax lien certificates.

Additionally, the NTLA has concluded market research in Arizona, Colorado, and Florida.

“The turnout was remarkable,” said Brad Westover, Executive Director, National Tax Lien Association. “We are thrilled to see this event grow every year and with it an unprecedented amount of industry knowledge and experience.”


Save the Date! The NTLA’s Annual Conference and Meeting will be held on February 25-27th at the W Hotel in sunny Ft. Lauderdale.

For more information, please visit www.thentla.com. To connect with the NTLA visit www.facebook.com/thentla, <http://www.linkedin.com/company/national-tax-lien-association> and http://twitter.com/the_NTLA.

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ARE YOU BIDDING PREMIUM FOR TAX LIENS?

By: Joanne Musa, TaxLienLady.com



Right now there are tax lien sales going on in different states where premium is bid for tax liens. You might ask, “What is premium?” since at many tax lien sales it’s the interest rate that is bid down at the tax sale. Premium or “over-bid” as it is referred to in some states, is an amount over and above the amount of the tax lien that is bid in order to get the lien. In this case, it is the investor who is willing to pay the most amount of money for the tax lien that is awarded the bid.

A couple of states that have tax liens this time of year in which premium is bid are Colorado and New Jersey. Each of these states treat the premium bid differently and it’s very important to know what happens to the premium you bid before you bid at the tax sale. Colorado and New Jersey also have at least a few counties or municipalities that conduct online tax sales. Here is a short summary of what happens to the over-bid or premium for tax liens.

COLORADO

Colorado counties actually have two different methods of bidding for tax liens. They use a round robin bidding procedure for smaller liens and the premium or “over-bid” method for larger liens. Each county decides what the cutoff point is and which liens are sold by premium bid. In other words, which liens are sold by the round robin process – which is usually only done live, even if they have an online tax sale. In Colorado the premium is kept by the county and the investor does not get his or her premium back when the lien redeems. This effectively lowers the rate that is received on the certificate amount. In fact an investor can lose some money if premium is paid and the lien redeems in a short time. As a result of this, you do not see very high premiums bid in Colorado.

NEW JERSEY

New Jersey is really a different animal. It’s the only state where the interest rate on the certificate amount is bid down (to 0%) and then the premium is bid. The premium is returned to the investor should the lien redeem, but no interest is paid on the premium amount. You will find that very high premiums are paid for NJ tax liens. So why are investors willing to pay high premiums in NJ since they are not getting any interest on the certificate amount or on the premium? The reason that investors pay high premiums in NJ is because the lien holder is able to pay the subsequent taxes and get the statutory rate (18%) on all the subsequent taxes they pay. So they are getting a blended return on their investment.

For more information, please visit www.taxliendlady.com.

About the Author: Joanne Musa is the creator 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.

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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. Categories include:

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 more information or if you are interested in being listed in the Resource Directory. [CLICK HERE](#) to view the Resource Directory.

UPCOMING INDUSTRY EVENTS

We would like to share some exciting upcoming tax sale industry events!

- **2015 NTLA Annual Conference & Meeting** – Join other tax lien professionals at the 2015 NTLA Annual Conference & Meeting to be held in sunny Fort Lauderdale, FL on Feb 25-27th at the W Hotel. This is the largest tax lien conference in the nation and has been gathering professionals in the tax lien industry for over a decade. For more information, please visit http://www.thentla.com/events/event_details.asp?id=518133&group=.

NEED HELP?

TSR's team is constantly gathering information and updating its tax sale database to ensure successful investing opportunities. If we do not have the county available or the specific information you are looking for, please contact us at support@taxsaleresources.com. It is our mission to bring investors the data they need for successful tax sale investing.