

October 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



Colorado: Colorado is a tax lien state. The premium bid method is used in this state. Although it has a lower interest rate, you are guaranteed that interest rate. All sales are held October through November. For more information on sale dates visit:

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=7

Illinois: Illinois has the highest rate of return in the country with 18% 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

Indiana: Indiana is a mixed tax lien and deed sale state. Their tax lien sales kicked off in August and continue through October. Instead of an interest rate, investors earn a penalty which varies from 10% to 15% with a one year redemption period. They also grant interest to the overbid amounts and on any subsequent taxes which is also at a 10% return. For more information on sale dates visit:

http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=17

South Carolina: TSR is now scheduling sales for South Carolina which are held October 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

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

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 click on the following links and note the sources. This section is located throughout the Tax Sale Times newsletter.

- **16th Annual Symposium Held by The National Tax Lien Association in New York City on October 17** - <http://www.ereleases.com/pr/6th-annual-symposium-held-national-tax-lien-association-york-city-october-17-174929>
- **Mayor Gray and CFO Gandhi Order Cancellation of 2013 Tax-Lien Sales of District Homeowners' Properties** - http://mayor.dc.gov/release/mayor-gray-and-cfo-gandhi-order-cancellation-2013-tax-lien-sales-district-homeowners%E2%80%99goback=%2Egde_1825274_member_273906202#%21

ACCESS TAX LIEN TALK (TLT) 2013



The ACCESS Conference Series Presents Tax Lien Talk 2013

The ACCESS Conference Series will present ACCESS Tax Lien Talk (TLT) 2013, taking place at The Phoenician in Scottsdale, AZ on 11/6/13.

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.

For three days, 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. For those interested in tax lien issues specific to Arizona, there will also be a separate Lunch-N-Lien program dedicated to their state on November 5th.

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.

Full information can be found at <http://www.accessslt.com/>

TSR BLOG HIGHLIGHT

A Guide to New Jersey Tax Sales

New Jersey is a popular state for tax liens. The interest rate is 18% per annum and the redemption period is two years. There is also a penalty in addition to the interest. The penalty is from 2-6% depending on the certificate amount, and is only paid on the certificate amount, not on subsequent tax payments. Like the New England states, New Jersey tax sales are conducted on the municipal level, not by the county. It is the municipal tax collector who is in charge of the tax sale. Most municipalities allow you to register for the tax sale immediately before the start of the sale. In some of the smaller municipalities, all you need to do is sign your name on a list of bidders and you don't have to fill out a bidder information sheet or W-9 form unless you actually purchase a lien. Only the larger cities and towns require advanced registration in order to bid.

The bidding procedure is different from other states in that the interest rate is bid down and then the premium is up for bid. If you bid on the premium (most liens in New Jersey are won at high premiums) you don't get any interest on the certificate amount, however you do get interest on the subsequent tax payments. Interest on subs is 8% per annum until \$1,500 is owed, then it's 18%. If you purchase a tax lien certificate that is \$1,500 or more, all of your subs will earn 18% per annum.

Payment must be made immediately after the sale with cash, certified funds, or money order. A few of the more sophisticated municipalities will take payment by wire transfer, but most will not. Some tax collectors will not let you leave the sale to secure funds, so you must have them on hand.

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



ARE OTC TAX LIENS DEALS OR DUDS?

by: Joanne Musa

There are several tax lien investing “experts” out there telling people that tax lien sales are too competitive. Therefore, you are better off buying over the counter (OTC) tax liens and deeds that are left over from previous tax sales. These gurus tell you that you can get good tax liens at the maximum interest rate by purchasing these them directly from the county. They are also saying that if you purchase liens that were struck off to the county two or three years ago, you will be able to foreclose on the properties right away.

Part of this is true. If you purchase an older lien from the county, you will be able to start the foreclosure process sooner rather than later, because the redemption period has already started and may already be over. Although, if tax sales are so competitive that you’re not likely to get a “good” interest rate, then there may not be any good liens left over after the sale. Many counties will re-bid properties that don’t sell the first time. This typically happens either right after the sale is over, or during another tax sale. So in many counties, tax delinquent properties have to survive two tax sales before they move to the left-over list.

Almost all of the left-over properties are junk properties. Yes, you can get the maximum interest rate, and you will probably be able to foreclose and obtain the property – in which case you do not get your money back. Then how are you going to sell an unbuildable piece of land, or otherwise junk property and get your money out of your investment?

Occasionally, a desirable property does move to an OTC list, but that’s usually not because it didn’t get any bids in the tax sale. Sometimes bidders don’t have the proper form of payment, or don’t pay up by the deadline. In that case, the property will move to the left-over list. Beware, there are thousands of investors who wait until this list is available and bid on these properties right away. Since properties on this list are offered on a first come, first serve basis, the early bird gets the worm. The juicy worms are pretty much gone by daybreak!

There are investors who do well using this strategy, but it is not a strategy that I teach to beginners. For one thing, it is very time intensive. You really have to do your due diligence carefully if you want a deal and not a dud. The best way to work this strategy is to be at the tax sale and note which tax liens are not sold, and then get the left-over list as soon as it’s published. That way you can take action immediately. You will know what properties are likely to be on the list from the last sale, and you can do your due diligence on these properties ahead of time. When the list comes out, you should be able to submit your bid right way.

There are still places where you can bid on tax lien or tax deed properties without going to the tax sale. For more information, please visit <http://www.TaxLienLady.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.

INDUSTRY NEWS

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

- **Lawsuit challenges District’s tax-lien program, seeks compensation for families** - http://articles.washingtonpost.com/2013-09-24/news/42343953_1_tax-lien-tax-lien-investors-private-investors

WHAT'S NEW AT TSR?

Tax Sale Resources has been the industry's leading company in tax sale data for over two years. Creating a comprehensive, high value resource for tax sale investors was imperative.

Are you new to TSR? Want more information about the products and services that we provide? If so, please visit our About Us page on our newly updated website http://www.taxsaleresources.com/about_our_database.aspx.

We would also like to direct you to visit our FAQ's page for the most up-to-date frequently asked questions <http://www.taxsaleresources.com/faqs.aspx>.

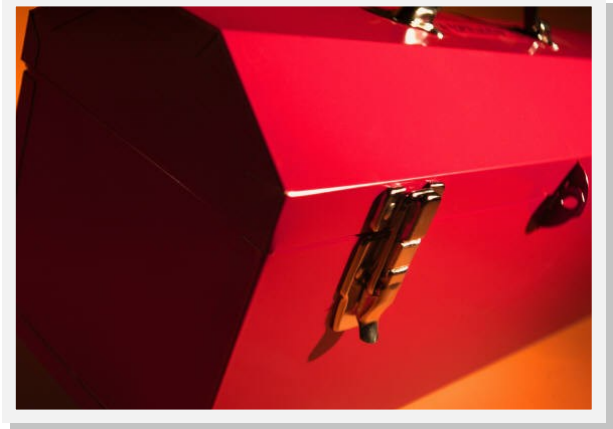
For more information or to speak with one of our Customer Sales Representatives, please contact us at support@taxsaleresources.com!



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.

Check it out today at http://www.taxsaleresources.com/basic_tools.aspx!

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](#).