

The Tax Sale Times

Your Reliable Source for Tax Sale Information!

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This is a monthly newsletter for our members to share information concerning the tax sale industry as well as what is happening at TSR. We appreciate feedback! If you have a message you would like to reach over to 5,000 industry professionals nationwide, please contact us.



Check Out This State...

This Month: Colorado

Colorado has a mixture of online and live lien sales. There are some quirky things to Colorado to remember. For one, a few counties utilize the random bidding method where there are no assigned bidding numbers. Also, the interest rate of return is different from other states where it is 9% over the going prime interest rate. Remember to always understand all your state statutes.

- For full state members, go to:
http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=7
- For all members, go to:
http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=7

This Month: West Virginia

West Virginia has a combination of lien sales and deed sales. Almost all of their lien sales happen in November. The interest rate comes in at 1% per month and has a redemption period of 17 months. The lien sales are the county held sales, so do not confuse them with the state held that usually happen in September and October.

- For full state members, go to:
http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=54
- For all members, go to:
http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=54

This Month: South Carolina

The bulk of South Carolina redeemable deed sales happen in November and December. The redemption period for this state is 1 year with a 12% interest rate. Plus, your premium is returned plus interest if the property is paid in full.

- For full state members, go to:
http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=45
- For all members, go to:
http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=45

Coming Up: South Dakota

The majority of South Dakota liens are county held certificates. However, there are a few counties that have had the board of commissioners vote to retain an actual sale. TSR will have those sales available and the majority of them happen in December.

- For full state members, go to:
http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=46
- For all members, go to:
http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=46



Industry Tools

To Check Out...

1st Annual Tax Lien Investor Conference: TAX LIEN TALK

There is still time to register for the inaugural tax lien investor conference November 10-13, 2011. The conference has scheduled numerous workshops, speakers, round table discussions, education sessions, and networking opportunities. TSR is proud to sponsor this event hosted at the Roosevelt Hotel.

Join 200+ industry leaders and innovators for roundtable discussions and panels led by distinguished members of the tax lien industry. Some of the topics of discussion will include:

- **Investor Insights; Raising equity in a post-Madoff world**
- **Leveraging Your Liens; Debt in a difficult credit environment**
- **Incremental Alpha; Enhancing yields through active management**
- **Tax Lien Logistics; A multi-state legal outlook**
- **Retention and Redemption; Responsibly servicing your tax lien portfolio**
- **See more...**

For registration information, go to <https://www.taxlientalk.com/>. TSR members receive a special discount!



Things to Remember...

- Be sure to check out the tax sale Nationwide Calendar at: <http://www.taxsaleresources.com/state.aspx?calendar=1>. We have all upcoming sales for October from 32 states!
- DO NOT MISS IT: Tax Lien Talk! November 10-13, 2011 in New Orleans.



101...

Legal Beagles:

Investing in tax liens or tax deeds usually ultimately requires legal assistance. If you end up with a property after buying a tax lien, you should seek legal counsel to file for a deed. There are several practicing tax attorneys across the country that can easily guide you through this process. They can help clear the title and ensure all things are taken care of for your final ownership. If you begin investing in tax liens, investigate tax attorneys in your area and consult in that person before you begin the process.

Member Submissions...

We welcome your news submissions, comments, suggestions or helpful tips. Please email us at news@taxsaleresources.com with your thoughts and be sure to include where you are from!