

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 4,900 industry professionals nationwide, please contact us.



Check Out This State...

This Month: Indiana

Sales in Indiana have begun and continue through October. Most sale dates are now posted and many data-appended lists are starting to come available. Indiana has a mixture of sales including the highlighted lien sales, certificate sales which are those leftover from lien sales and held by the county, and they offer deed sales throughout the year. We post the lien sales and deed sales consistently. List are now posted for sale.

- For full state members, go to:
http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=17
- For all members, you can learn more at:
http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=17

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

Coming Up: 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

Coming Up: 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



What Is New At TSR...

Keep an eye out each month for new tools being implemented at TSR!



Industry Tools To Check Out...

1st Annual Tax Lien Investors Conference: TAX LIEN TALK

GFI will host the first ever tax lien investors 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

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...

Respect your auctioneer:

Every sale you attend will be conducted by an auctioneer. Some auctioneers are private contractors while others are public officials such as the county Sheriff. Whether it is private or public, auctioneers are a servant of the auction process and the entity they are working for. Remember to always respect the auctioneer and mind your manners at all sales you attend. As much as you want a particular property, it does you no service to make a obscene scene at the auction. It may actually work just the opposite and you will be either asked to leave the auction or sometimes even ignored. Make sure you understand all the auction procedures and rules BEFORE attending the sale. It does not hurt to ask the auctioneer before the sale for any clarification of any minor questions. However, do not expect to get statute answers or legal questions answered. Those should be answered in your pre-sale due diligence and investigations. HAPPY INVESTING!

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!