

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 4,700 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.

- 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

Coming Up: 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: Illinois

As one of the highest interest rates (**up to 36% annually**) available in the country, Illinois is certainly a highlight for lien sales especially this fall. Please know that some Illinois sales may seem like they are offered "online"; however, many of the larger counties computers for bidding but you must be present still to bid. It is an interesting system and one we will certainly explain in our sale procedures. If you are interested in investing in Illinois and cannot attend auctions, let us know and we can help connect you with appropriate servicers.

- For full state members, go to:
http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=16
- For all members, go to:
http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=16

Year-Round: Florida

Florida has a mixture of sales. Although they only hold their lien sales once a year in May-June, they hold deed sales all year round. Florida is a more competitive bidding market since it is one of the more popular states for tax liens and tax deeds; however, there is ample opportunity for bidders. We supply both the deed information each month as well as lien sales in May.

- For full state members, go to:
http://www.taxsaleresources.com/NewsAndUpdate.aspx?state_id=11
- For all members, you can learn more at:
http://www.taxsaleresources.com/Jurisdictionspage.aspx?state_id=11

What Is New At TSR...

Custom Property Research

If you have over the counter properties or an investment portfolio that needs research, TSR can help. We can process any list of properties with our data appended lists for \$0.15 per property*. After the research, you will have Google and Bing photos, assessment information, mortgage information, and much more at a very affordable price. For an example, go to:

<http://www.taxsaleresources.com/Properties.aspx?fid=130&fuid=bab24c15771149528b14e19631cdbfb0>. All we need is a list with some sort of property identification like a parcel ID number or APN. Contact us and we can help you with your investment ventures.

*Note: There is a minimum charge of \$25.



Industry Tools

To Check Out...

TAKE CONTROL OF YOUR INVESTMENTS!

As an investor, you already know how important it is to keep control over your money and investments as well as the bonuses of tax free investing. The Equity Trust Company is hosting an Equity University Networking Conference with successful investors as speakers to help teach about powerful investing tools. You have the ability to expand and grow your portfolio AND meet and network with other investors from around the country. Learn how others are using their IRA funds to make investments in tax liens and tax deeds. For information about ETC visit <http://www.trustetc.com/>. **Last chance to register for the conference click [REGISTER HERE](#)**. Enter code "TSR" to receive a \$425 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 September from 32 states!
- DON NOT MISS IT: Equity University Networking Conference in New Orleans: September 9-11 at the Sheraton New Orleans. For more information and registration go to: <http://www.sdiranetworking.com/>
 - Enter code "TSR" to receive a \$425 discount



101...

Bidding Procedures:

Most states utilize a Bid Up/Premium bidding style for their auctions where you try to outbid the next bidder. However, there are actually several different types of bidding styles. These include: bid down, random selection (lottery type), no bidding, rotational, ownership, or even a combination. The latter bidding styles are certainly rare all things considered across the country, but they are still important to understand before your investing takes you into a uncharted territory.

- Bid Down: Bid down the interest rate
- Random Selection: This is a lottery style where bidders are selected randomly by the computer or the auctioneer.
- Rotational: The bidding is a take turns type atmosphere around the room
- Ownership: This is where you would be bidding on the percent of ownership you have on the title.

We stress the importance of understanding the bidding method(s) used before you attend your next sale!

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!