

TAX SALE TIMES

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INDUSTRY NEWS

- City Council Lifts Freeze on Property Tax Liens – [CLICK HERE](#)
- D.C. Council Advances Senior Property Tax Exemption – [CLICK HERE](#)

FROM THE TOP



Happy New Year from Tax Sale Resources! We are excited to present the new design of the Tax Sale Times newsletter. It is our hope to stay connected with you in 2014 and to discuss the ever changing and interesting tax sale industry.

Visit us online at www.taxsaleresources.com or connect with us:

- Read our monthly Tax Sale Times newsletter
- Follow our company page on LinkedIn OR connect with individual TSR team members
- Like us on Facebook
- Follow us on Twitter for daily updates
- Read our blog every other week
- Connect with us on Google+
- Email us at support@taxsaleresources.com
- Call us at 877-982-9725

We look forward to staying in touch with you this year. Please do not hesitate to contact us at anytime.

Good luck with all your investment ventures!

Best regards,

Brian Seidensticker



Connect with us on LinkedIn, Facebook, Twitter, Wordpress & Google+



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CHECK OUT THESE STATES



ARIZONA

- Tax sales in this state happen the latter part of January through the end of February.
- There are live and online tax sales.
- The interest rate in this state is 16%.
- The redemption period is three years.
- Please note, many lists are not available until the opening day of the online tax sale. TSR has a turn-around of 24-48 hours on those particular lists.

NEBRASKA

- Tax sales in this state typically happen on the same day in March.
- There are live and online tax sales.
- There is a 14% rate of return in this state.
- The redemption period is three years.
- The bidding procedure is unique. Typically, the bidding is a round-robin style and you bid on the percentage of ownership. We encourage all investors to carefully study the requirements and procedures of these sales. Contact each county for specific bidding information.

UPCOMING SALES

These states have sales coming up later this spring. For more information, please visit our website at www.taxsaleresources.com!

- Alabama
- Mississippi
- Nevada
- Maryland

- Florida (lien tax sales)
- Utah
- Louisiana
- California
- Arkansas



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NTLA 2014 ANNUAL CONFERENCE & MEETING

**The National Tax Lien Association (NTLA) Opens Registration for 2014 Annual Conference and Meeting
Designed by and for Tax Lien Professionals**

The Nation's Largest Tax Lien Conference Will Convene Fund Managers, Technology Providers, Lenders, Servicers, Policymakers and Investors to Discuss Key Issues Facing the Tax Lien Industry Today

Miami Beach, FL – February 26, 2014 – The National Tax Lien Association opened registration for the 2014 NTLA Annual Conference and Meeting, the 17th Annual conference connecting the most dynamic and influential tax lien professionals. The conference will be held February 26th, 27th and 28th of 2014, at the Eden Roc Resort in Miami Beach, FL.

The conference will host more than 200 distinguished panelists and speakers, including business leaders, lenders, investors, equity partners, tax title companies, technology providers, law firms, government officials and policymakers.

“We are very excited about entering into our 17th year and have received an enormous amount of support and enthusiasm from speakers, sponsors and attendees for this unique conference,” said Brad Westover, Executive Director of the National Tax Lien Association. “We look forward to bringing together the many leaders in this field to discuss real-world solutions to key issues facing the tax lien industry today.”

“The NTLA, through its educational events, has brought much needed standardization, knowledge, and ethics to its investor and servicing members, the broad effect of which has been to dramatically increase the viability and efficiency of the industry,” said Stephen G. Morison, Massachusetts Tax Assistance Company.

Workshops and Panel Discussions to cover the Tax Lien LIFEcycle:

- **Acquisition Pitfalls – *What You Don't know Could Cripple Your Portfolio***
- **Anti-trust Instruction – *Staying Out of Trouble: Do's & Don'ts***
- **Portfolio Management – *From Boarding Liens to Redemption Processing***
- **Asset-REO Management – *Not All Liens Redeem: Best Practices for Ugly Real Estate***

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NTLA 2014 ANNUAL CONFERENCE & MEETING...CONTINUED

- **Tax Lien Sales Moratorium: Washington, D.C. – *What Went Wrong? What's Next?***
- **The Legislative Plan – *Laying Out the Offensive Strategy and Positioning***
- **The Year in Review (2013) – *State By State Bid Rate Reviews***
- **Florida Tax Liens (2014) – *The Latest Bidding Protocols for Florida's 67 Counties***

Conference panelists include the industry's leading Investors and Servicers: John Lemkey from Tang Capital, Lawrence Schmidt from FutureGen Capital, Justin Weisenbacher from MuniMac Advisors, Wyatt Yates from Farrell-Roeh; Portfolio Masters Adam Berman from MTAG Services, John Garzone from Tower Capital, Ginny Donaghy from REO America, Dan Friedman from Optimum Asset Management; Asset Managers Adam Greenberg from Honig & Greenberg, Brian Lynch from American Tax Funding, Louis Fisher from Sperry Van Ness, Sameer Beydoon from Metro Property Group; Data Gurus Frank Natale with Vadar Systems, Brian Seidensticker from Tax Sale Resources, AJ Koontz from Lumentum, Craig Simon from RKey Tool Makers; Auctioneers Grant Street Group, RealAuction, SRI, West Florida Business Systems, Florida Tax Collectors; unique sessions from NTLA Legal Counsel Donald Dinan from Roetzell & Andress and NTLA Secretary Jim Meeks from MTAG Services.

The conference charity of choice is Miami-Dade Homeless Trust who will receive generous support from NTLA Members and conference attendees.

Full program details, including a link to register, can be found at www.thentla.com.



BLOG HIGHLIGHT

Online Arizona Tax Sales

February is just around the corner meaning Arizona tax sales are beginning in full swing. Arizona has both online and live sales beginning January 21st and ending February 27th. This blog will provide the links necessary to reach the online AZ sales and include sale information provided by the county. You can easily view more specific tax sale information including location (live sales), time, date, and specific sale notes for each sale by going to the Arizona state calendar and clicking on a county of your interest at http://www.taxsaleresources.com/StateCalendar.aspx?state_id=4.

Counties holding online tax sales include: Coconino, Maricopa, Yavapai, Apache, Pinal, and Mohave. The links designated to each county below will take you to the specific county's bidding site.

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



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NEW IN 2014

News from the Tax Lien Lady



Joanne Musa has two newly updated courses this year – the Tax Lien Investing Basics course and the Build Your Profitable Tax Lien Portfolio course.

Finding the best place to invest and getting tax sale information is what a lot of people tell Joanne is their problem when it comes to getting started

with investing in tax liens or tax deeds. Click on the following link to watch a special webinar that addresses these points.

<http://profitabletaxlienportfolio.com/WebinarReplay/>

After watching the webinar, “The Tax Lien Investor’s Secret Weapon: How to Find the Best Place to Invest and Get the Tax Sale Information,” you’ll know the difference between a lien, a deed, and a redeemable deed. Plus, you will know the best investment vehicle for you.

After you decide what state to invest in, you still have to choose which county or counties you will invest in. In the Tax Lien Investing Basics course, Joanne shows you how to pick counties to invest in. Whether investing in tax liens or deeds, typically investors pursue areas that are desirable. You will learn how to choose carefully through this course.

Once you know where to invest, getting tax sale information will be next on your list. You will need to know:

- When and where the tax sales take place
- What the bidding procedure is for that particular tax sale
- Whether or not you have to register for the tax sale
- How to register to bid at the tax sale
- Whether or not you need to put a deposit down in order to bid

The Tax Lien Investing Basics course covers how to find this information and how to get the tax sale list. It also explains the difference between the lists that you can get for free and the lists that you can get from data providers such as Tax Sale Resources.

For more information about this course or about the Build Your Profitable Tax Lien Portfolio course, please visit <http://www.taxlienlady.com/tax-lien-investing-resources/>.

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NEW IN 2014



Announcement from VADAR Systems

VADAR® is pleased to announce the successful launch of its next generation LienApp™ - the latest and most sophisticated version of its enterprise-wide, cloud-based, tax lien servicing platform.

The VADAR® LienApp™ is now in full production and daily use by several new institutional tax lien buyers within the marketplace covering more than 15 states across the country. We look forward to an even more exciting year in 2014!

- VADAR® LienApp™ is Tax Lien Servicing Software designed specifically for the needs of today's tax lien buyer – for any state where you purchase liens – all housed within one integrated tax lien processing platform.
- VADAR® LienApp™ has Enterprise Solutions Optimized for the Cloud.
- VADAR® LienApp™ will maximize operational efficiency and revenue management. Guaranteed.

For more information, please [CLICK HERE](#).

ARIZONA TAX SALES & REGENTS PARK

If you purchase a tax lien certificate at the tax lien sale in Arizona, interest will accrue from February 1st and each month thereafter until redeemed (ARS 42-18153). Any portion of a month counts as a whole month (ARS 42-18053). Should the tax lien certificate be redeemed, you will receive the purchase amount, less non-refundable fees, plus the rate of interest bid at the time of the sale, not to exceed 16% per annum.

If the lien is not redeemed within three years from the original date of the sale, the lien holder may file an action in a court of competent jurisdiction to foreclose the lien and receive a judgment deed to the property. This is usually handled by an attorney and must follow the statutory requirements outlined in ARS 42-18202. The judgment must be recorded in the county where the certificate was issued and a certified copy of the judgment (with applicable fees) must be forwarded to the county treasurer for issuance of a Treasure's Deed. Action must be taken to foreclose the right to redeem the lien within 10 years after the lien is purchased or the lien will expire.

The majority of Arizona tax lien foreclosures are handled by attorneys as it is a judicial process.

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ARIZONA TAX SALES & REGENTS PARK...CONTINUED

In many instances the tax lien investor's return is reduced through attorney's fees and legal costs as tax lien foreclosures are redeemed over 95% of the time. The average tax lien foreclosure costs anywhere from \$1,500 to \$2,500. Traditionally, institutional investors and high net worth individuals were the only tax lien investors with the ability to negotiate attorney's fees and minimize legal costs.

We would like to share with you a company that specializes in helping investors with tax sale investments.

Through an attorney-owned company (Regents Park, LLC) all investors will now have an opportunity to retain their tax lien investment return through a strategic partnership with Regents Park, LLC. Regents Park offers a No Cost/No Fee program to its strategic partners.

The No Cost/No Fee Program:

- The client agrees to allow Regents Park to service the judicial foreclosure process of their tax lien portfolio. Upon execution of the service agreement, Regents Park will service the tax liens at no cost to the client throughout the entire judicial foreclosure process. If any tax lien is redeemed during the foreclosure process, the redemption will be paid directly from the county treasurer to the investor.
- If Regents Park is successful in their foreclosure process, and the client ends up with a Tax Deed, the property will be sold and the net proceeds will be divided evenly between the client and Regents Park after paying the client's the full redemptive tax lien certificate value and Regents Park's court costs.

The benefit to this strategy is that the investor usually receives their entire investment plus interest or they receive their entire investment plus interest plus half of the proceeds from the sale of the property.

For more information, please visit their website at www.regentsparkllc.com or contact Philippe Soares at [\(480\) 430-2130](tel:4804302130).



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.