

Tax Liens UNLEASHED



2025

by

Michael Williams

...with new forward from Gus Fernandez

**Are you ready to earn 16% to 240%
guaranteed by the government?**

Tax Liens

UNLEASHED

2025

Copyright 2012, 2025 by the author

By: Michael A. Williams

ISBN: 978-1-933047-10-2; 979-8-9901594-0-2

All rights reserved. No part of this book may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording, or by an information storage and retrieval system, without permission in writing from the author and publisher. Printed in the United States of America.

Published by: Mind Like Water, Inc.

Edited by: Patricia Williams

Contributing authors: Steve Bryant, Diane Faile, and Gus Fernandez

The information appearing in Tax Liens Unleashed is general in nature and not intended as a substitute for professional, legal, or financial advice. The author, publisher, contributors, and other parties make no claim as to the success of any individual or business, promise of revenue to be generated, or amount of time to achieve results set forth in this publication.

Information on the Internet and State Laws can change quickly. When relying on information provided in this book that derives from the Internet, be sure to check that it is the most up to date.

Forward



First and foremost, welcome to one of the most lucrative, tried, and tested methods of wealth building known to mankind—**Tax Lien Certificates (TLCs) and Deeds**. Congratulations to my friend and business partner of many years, **Michael Williams**, on his concise, rich content and no B.S. approach to what many reference as a variation on the ‘eighth wonder of the world’, compound interest. Albert Einstein reportedly said, “Compound interest is the eighth wonder of the world. He who understands it, earns it. He who doesn’t, pays it.”

Regardless of whether Einstein uttered those exact words, the essence of his statement is still immensely powerful and very applicable to tax lien certificates. For anyone who wants to build lasting wealth, understanding, and harnessing the power of compound interest as it relates to property and real estate, **Tax Liens Unleashed** is a key component to your ultimate success.

As seasoned tax lien, real estate, and small business trainers, Michael and I provide everything you need to successfully invest in TLCs, as well as any other area of real estate, including foreclosures, real estate investment trusts, probate homes, rental properties and much more. If you've ever looked for a comprehensive real estate investing program that is **REALLY** unique, look no further than this book and our associated trainings and resources.

Both Michael and I come from very different backgrounds, but both arrived ‘firsthand’ at the same conclusion, real estate offers a sure, predictable rate of return over the long run and is a great way to build long-term wealth.

During the recession of the late 1980's and early 1990's, after the collapse of banks and feelings of fear regarding my family's financial future, I started intently researching how people really get wealthy in America. I rediscovered what we in investing circles today call a **Black Swan**, a surprising unearthing that wipes out the wisdom of conventional investing rules (I'd been exposed to tax lien certificates as a youngster by my father but didn't fully understand its power or application).

What Michael and I found along our diverse paths was surprising and contrary to the advice of many professionals. Suffice it to say, the most important information we can offer is that investing in tax lien certificates and deeds is one of the safest ways to invest your money and earn high rates of return.

Again, welcome to the tax lien and deed process. We and our seasoned team are focused on opening your eyes and helping you realize steady investment returns from this little-known real estate investing strategy. What makes us different is that we do what we teach. We are on the “front lines,” getting our hands dirty from finding and packaging profitable deals, attending live auctions, walking you through the maze of regulations and procedures, and delivering the goods. We'll help you avoid the mistakes you would make without us.

Most companies talk a great game but either their materials are outdated, or they hire robotical temps to read from prepared scripts to tell you what to do over the phone from ancient strategies that may have been good 20 years ago but aren't relevant today.

That's not us! We're far from perfect, just know that we're honest and will do our very best to meet your needs at your level of understanding and at your pace. Armed with **Tax Liens Unleashed** and our vast array of tools, online trainings and resources that are designed to banish fear and instill confidence. ALL of what we offer is key to your ultimate success, especially as we return to what I refer to as the “post-pandemic pivot.”

Your best years are ahead of you, Gus Fernandez

Table of Contents

Table of Contents

<i>Forward</i>	3
<i>Introduction: Pleasure versus Pain</i>	8
<i>Quick Start: Tax Lien Investing in 10 Steps</i>	9
STEP 1 Plan	10
STEP 2 Where to Invest?	11
STEP 3 Get a tax sale List	18
STEP 4 Screen the List	19
STEP 5 Due Diligence	20
STEP 6 Prepare for an Auction	21
STEP 7 Attend an Auction	22
STEP 8 Wait Patiently	23
STEP 9 Manage Your Liens and Deeds	24
STEP 10 Your Exit Strategy	25
<i>What is a lien?</i>	26
Types of liens	27
Mortgage lien (Trust Deed or Deed of Trust).....	27
Mechanic's lien.....	27
Tax liens.....	29
The Priority of Liens.....	31
<i>What is a deed?</i>	33
Types of Deeds	35
General Warranty Deed.....	35
Special Warranty Deed or Limited Warranty Deed.....	35
Bargain and Sale Deed.....	35
Quit Claim Deed	35
Court Ordered Deed.....	35
Tax Deed.....	35
Executor Deed.....	36
Administrator's Deed.....	36
Related Definitions	36
More about Tax Deeds	36
<i>Understanding the 10 Steps to Tax Lien Investing</i>	39
Step 1: Your Plan	39
Step 2: Know Where to Invest	41
Lien or Deed State	41

Interest Rates.....	42
Redemption Period.....	43
Bidding Processes.....	43
Auctions or Online Sales.....	45
Investing in a Good or Bad Economy.....	46
Step 3: How to Get a Tax Sale List.....	50
Search Engines.....	50
Tax-Lien-Certificates.com:.....	53
NACO.org.....	55
Step 4: Screen the List.....	60
Screen 1: Redemptions.....	60
Screen 2: <i>Location</i>	61
Screen 3: Property Type.....	62
Screen 4: <i>Tax Value</i>	65
Screen 5: Age of the Lien/Deed.....	65
Screen 6: Marketability.....	66
Screen 7: <i>Owners</i>	66
Screen 8: Legal Description.....	66
Screen 9: <i>The Drive by</i>	68
Screen 10: Flip the List.....	70
Step 5: Due Diligence.....	71
Step 6: Prepare for an Auction.....	92
Step 7: Attend an Auction.....	95
Step 8: Wait Patiently.....	101
Step 9: Manage Your Liens and Deeds.....	102
Step 10: Your Exit Strategy.....	104
Renting Tax Sale Properties.....	109
<i>Business Concepts for Tax Lien Investors.....</i>	111
Insurance.....	111
Business Structures.....	112
Taxes.....	114
<i>Self-Directed IRAs for Tax Lien Investors.....</i>	115
Individual Retirement Accounts (IRAs).....	116
Small Business Retirement Plans.....	117
How to Invest in Tax Liens, Tax Deeds or Real Estate through a Self-Directed IRA.....	120
<i>Internet Auctions for Tax Lien Investors.....</i>	124
<i>Real Questions and Answers.....</i>	132
<i>References.....</i>	142
<i>Appendix A. Tax Lien Laws.....</i>	143
Alaska Statutes.....	143

Code of Alabama.....	143
Arkansas Code.....	143
Arizona Revised Statutes.....	143
California Statutes.....	143
Colorado Revised Statutes.....	143
General Statutes of Connecticut.....	143
Delaware Code.....	144
District of Columbia Code.....	144
Florida Statutes.....	144
Georgia Code.....	144
Hawaii Revised Statutes.....	144
Idaho Code.....	144
Illinois Compiled Statutes.....	144
Indiana Code.....	145
Iowa Code.....	145
Kansas Code.....	145
Kentucky Revised Statutes.....	145
Louisiana Revised Statutes.....	145
Maine Revised Statutes.....	145
Maryland Statutes.....	145
General Laws of Massachusetts.....	145
Michigan Compiled Laws.....	146
Minnesota Statutes.....	146
Mississippi Code.....	146
Missouri Revised Statutes.....	146
Montana Code.....	146
Laws of Nebraska.....	146
New Hampshire Revised Statutes.....	146
New Jersey Permanent Statutes.....	147
New Mexico Statutes.....	147
Nevada Revised Statutes.....	147
New York Consolidated Laws.....	147
North Carolina General Statutes.....	147
North Dakota Century Code.....	147

Ohio Statutes	147
Oklahoma Statutes	147
Oregon Revised Statutes	147
Pennsylvania Statutes	148
Rhode Island General Laws	148
South Carolina Code of Laws	148
South Dakota Codified Law	148
Tennessee Code	149
Texas Statutes	149
Utah Code	149
Vermont Statutes	149
Code of Virginia	149
Revised Code of Washington	149
West Virginia Code	149
Wisconsin Statutes	149
Wyoming Code	149
Guam Government Code	149
Virgin Islands Code	149

Introduction: Pleasure versus Pain

I want you to clear your mind now and think about why you decided to learn about tax liens. Why are you reading this right now? You should be able to tell me. After all, you are trading valuable time and life energy for what might be a crazy investing strategy.

You must have a reason. What motivates you?

It sounds funny to start off this book with a question, but it is important to understand your motivation. If your only motivation is to make a lot of money, then don't feel guilty. I just want you to realize that it's probably not money that you seek. You are probably looking for something deeper. Something that you believe money will give you.

Perhaps you are looking for a safer investing strategy, higher returns, owning a business, retirement savings, or a combination of these strategies. Okay. That may be closer to the truth, but even that is not enough. Dig deeper and think about your true motivation. Do you have a burning desire to make a change in your life? Are you tired of looking at your paltry retirement savings? Do you feel like world events are out of your control, like a global pandemic, war in Ukraine, inflation, or a not-too-distant Great Recession?

Maybe, just maybe, it goes beyond sipping piña coladas in the Caribbean. Maybe you are fed up with the system. Maybe you're angry. Maybe you're ready to diversify, learn about tax liens, and actually try it. Maybe this time you'll do it.

Consider this...

In human psychology there are essentially two motivators:

1. Seeking pleasure, and
2. Avoiding pain.

Of the two, avoiding pain is almost always stronger. I've been told it is roughly five times stronger as a motivator. Think about it. You want to buy a tax lien certificate, but it's scary. You've never done it. You might make a mistake. That sounds like pain or fear of the unknown. On the other hand, safely earning higher returns might result in more money for a child's education or a higher standard of living during retirement. That sounds like pleasure.

The question is can you turn the pain and fear around so that you are motivated in a positive way? The pain could be your current investing portfolio, your job, your lack of retirement income, your promises to yourself that you would save and earn a decent return, but you haven't.

Could it be that pain is really you and your lack of motivation? Maybe it is time to "kick yourself" and your lack of motivation or your perceived fear and finally act. Pain might be the clock, the inevitable time slipping away. It's all a matter of perspective.

I want you to turn the pain factor to your advantage and get motivated right now! In fact, I want you to read the next chapter, put down the book and start doing your research.

Quick Start: Tax Lien Investing in 10 Steps

(Read these 10 Steps and Go!)



STEP 1

Plan

Decide on how much money you can invest, how long you can tie up your money, and what kind of investment return you are expecting. Consider your financial goals for just a moment. Are you investing for retirement or a business? When will you need the money?

Example: Let's say you have an extra \$2,000, which is 10% of your investing portfolio, and you want to start by trying an online tax lien sale. In Arizona sales are conducted in February so start planning in January. Find out when the online sales start, how to get signed up, and how to bid. You've selected a portion of your investing portfolio to try out this strategy. You didn't go all in and hope everything just worked out. This is a plan. This is a strategy that can get you past the initial fear. Follow the rest of these steps to find out how this plan will work.

Notice in the example above I suggest using only a portion of your investing portfolio. I would never recommend only one type of investment. Tax liens and tax deeds should only be a part of your investing portfolio. I have stocks, mutual funds, exchange traded funds, bonds, real estate, business ownerships, tax liens, and tax deeds.

Before skipping ahead, really think about your financial goals and make sure your goals align with your family plan. By all means, make sure you have support from your significant other or business partner(s).

If you are truly motivated, I challenge you to write down your goals or type them on your favorite electronic device. Sign and date your goals, then keep them somewhere where you can review them at least once a year. Even before that, I challenge you to fill out the following goals:

Table 1. Your Goals

	Goal	Date Achieved
1	Read this book	
2	Select a tax sale to research and understand	
3	Sign up for the sale	
4	Select liens/deeds you'd like to buy but just observe the sale results	
5	Write down your questions and send them my way	

Now you're ready for the real thing. You've broken past the fear. It's your second day of school, not the first. Soon you'll be selecting your own strategies.

STEP 2

Where to Invest?

Next, look through the summary of tax lien states and compare interest rates with redemption periods, and then factor in where you live and if the state has online (i.e., Internet) auctions or over-the-counter (OTC) tax liens. OTC tax liens and deeds are purchased after the sale. The redemption period is the time that property owners have to pay back their taxes.

Tax Lien Certificate States

You are only buying a lien, not the property. You will either earn interest or have a chance to foreclose on the property.

State	Interest Rate	Redemption Period	OTC or Online	Notes
Alabama	12%	3 years	OTC	Auctions are usually in May. You do not receive interest on a bid that is over 15% of the appraised value.
Arizona	16%	3 years	OTC Online	Online auctions are held in February. Unsold liens are for sale OTC. Tax deed sales are also held. Interest rates are bid down at auctions or online.
Colorado	9% plus federal discount rate – currently 5.5% = 14.5%	3 years	OTC Online	Auctions (some online) occur on or before the second Monday of December, with most scheduled in October and November. Some counties use a round robin process; in other counties, the highest bidder is awarded the tax lien. Premiums on bids are not refundable, nor do they earn interest.
Florida	18%	2 years	OTC Online	Online and courthouse auctions are held on or before June 1. The winning bidder pays 10% of the total tax lien at the sale, and the balance within 48 hours after the lien certificate is prepared. Bidding can proceed downward to as low as 1/4% and the bidder still receives a minimum of 5% interest. Florida also has tax deed sales.
Illinois	18% flat or penalty every 6	2 – 2 ½ years, depending		Two types of sales are held: annual tax lien sales for recently delinquent properties (usually held in the fall); and biennial

State	Interest Rate	Redemption Period	OTC or Online	Notes
	months; farmland, 12% every 6 months.	upon the property classification		scavenger (tax deed) sales (held in odd years) for properties delinquent two or more years that were not sold at the annual sale. Pre-register 10 days to 1 month before the sale to bid. Interest rates are considered penalties.
Indiana	Flat 10% on minimum bid (6 months). Flat 15% on minimum bid (6 to 12 months). Overbid amount is 10% per annum.	1 year for "A" and "B" properties; 120 days for "C" properties	Online	Auctions (some online) are usually held from August through October. If the owner does not redeem the tax lien certificate, you must apply for a tax deed within 6 months after the redemption period expires or forfeit your money. Counties can also hold tax deed sales, referred to as surplus auctions.
Iowa	24%	21 months		Auctions occur on the third Monday in June. By state law, counties can allow bidders to bid on the percentage of the property they will own, making foreclosure more difficult. The bidding process is commonly done by random round robin.
Kentucky	12%	1 year		Kentucky parishes do not emphasize their tax certificate sales, and it is difficult to find information on the Internet.
Maryland	6% to 24%, depending upon the county or city	6 months, if the right of redemption has not been barred by foreclosure		Auctions are usually held in May or June. Local variations to the tax lien process can be tricky. The high-bid premium is refundable without interest upon redemption of the tax lien certificate.
Mississippi	18%	2 years		Bidders can overbid the minimum bid set, but the overbid is not reimbursed upon redemption and no interest is earned on it.

State	Interest Rate	Redemption Period	OTC or Online	Notes
Missouri	10% on the minimum bid; no interest on the overbid. Subsequent taxes – 8%.	1 year for 1 st or 2 nd offerings; 90 days for 3 rd offering; 4 th offerings are deeds		Auctions in every county are held on the fourth Monday in August. Bidders bid up the taxes, but only receive interest on the amount owed. Must be a Missouri resident or obtain a notarized affidavit. First class charter counties may conduct tax deed sales instead of tax lien sales.
Montana	10%	2 to 3 years, depending upon the property type		Not a lot of public information on tax lien certificate sales. Counties may conduct tax deed sales of properties not sold at the tax lien sale.
Nebraska	14%	3 years		Auctions are held on the first Monday in March. Bidding is by round robin, with bidders proceeding in order based on the bidding number. Tax deed sales may be held at the county's discretion.
Nevada	12%	120 days for vacant land, 2 years for improved land		Tax lien sales (called special assessment sales) are infrequent in most counties. Most counties conduct tax deed sales, also called trustee sales. There is a two-year legal challenge period for trustee sales.
New Jersey	18%	5 years		Sale rules are complex, with sales being conducted by municipalities. Once the interest rate goes to 0%, bidding begins on the property taxes owed. The highest "premium" bidder wins. Tax deed sales are also conducted.
New York	10 to 24%, depending upon the county or municipality	Minimum of 2 years		Process varies between governing bodies. Governing bodies may hold tax lien and/or tax deed sales. Most counties hold tax deed sales. Tax lien sales—such as New York City—may be closed to the public.
Ohio	18%	1 to 3 years		Tax lien sales are only held in counties with a population greater than 200,000. Only institutional investors are allowed to

State	Interest Rate	Redemption Period	OTC or Online	Notes
				participate in the sales. Tax deed sales are held in all other counties.
South Carolina	12% unless alternative method, then 8% penalty first year plus 4% second year.	1 year unless alternative method of taxation; then 18 months		The winning bidder must pay by the end of the sale day. Interest is not paid on a prorated basis, but rather on a schedule. The interest paid cannot exceed the minimum bid.
Vermont	12%	1 year		Municipalities (cities) handle tax collection. Unless otherwise noted, the first constable is automatically the tax collector.
Washington D.C.	18%	6 months		Auctions are held the third Tuesday in July. Bidding begins at the amount of delinquent taxes – the winning bid is the highest bid. There is no interest on the overbid. Tax deed sales are called bid off sales.
West Virginia	12%	17 months		Properties left over from the lien sale are certified to the State; if not redeemed, they are sold at “second sales.” Buyers at second sales receive a deed within 90 to 120 days, during which time it can be redeemed.
Wyoming	3% minimum penalty fee plus 15% per year for the first year; 18% per year for subsequent years.	4 years		Wyoming law prescribes a strict procedure that must be followed to properly apply to the Treasurer's Office for a tax deed. It is the burden of the certificate holder to make sure all the steps are followed properly.

Tax Deed States

You do not earn interest in these states, but you may be able to purchase properties for only the taxes owed.

State	Comments
Alaska	Anchorage may provide financing.
California	Online sales available; allowed by law to sell liens but have not done so. One-year legal challenge period.
Idaho	Financing may be available through the county.
Kansas	Held at various times.
Maine	In certain rare cases, a right of redemption of 8% exists. Bidding is in fractional parts of land.
Massachusetts	Allowed by law to sell liens.
Michigan	Refer to the tax reversion process listed on Michigan.gov.
Minnesota	Refer to the Conservation/Nonconservation list. http://www.dnr.state.mn.us/lands_minerals/landsale/
New Hampshire	Sales handled through municipalities.
New Mexico	Mortgage may not be eliminated.
North Carolina	Property tax foreclosure sales. Upset bids are allowed 10 days after the sale, resulting in another bidder paying more to obtain the property.
North Dakota	Sales held on third Tuesday in November. Not many properties available.
Oklahoma	Tax deed sales occur on the second Monday in June.
Oregon	Called Sheriff's sales of surplus county-owned property.
Pennsylvania	Complicated system: four types of sales; mortgage not removed in two of four sales.

State	Comments
Utah	Complicated bidding on portion of land. Winning bidder may only own a small fraction of the land.
Virginia	Sporadic sales authorized by the Court on properties with two or more years of taxes owed.
Washington	Refer to Tax Title Properties.
Wisconsin	Minimum bid starts at the appraised value.

Tax Deed States with a Right of Redemption

You are buying the deed or ownership, but the owner or interested party may be able to buy it back from you.
You may earn interest if redeemed.

State	Interest Rate	Redemption Period	Notes
Arkansas	0%	30 days	The State Land Commissioner (cosl.org) handles all tax sale auctions. Mail-in bids are accepted if received 7 days before the sale.
Connecticut	18%	6 months	Municipalities handle the sales: bidding requirements vary. Some municipalities may only offer deeds in bulk purchases.
Delaware	15% to 20%.	60 days or 1 year.	There are only three counties.
Georgia	20% flat rate first year; 10% after the first year.	1 year	If redemption doesn't occur, you must be prepared to pay subsequent taxes and foreclose. Auctions occur on the first Tuesday of each month.
Hawaii	12%	1 year	Hawaii only has five counties. In Kalawao County, tax sales are handled by the State.
Louisiana	12% plus 5% penalty, total 17%	3 years from the date the deed is filed	The Sheriff acts as the tax collector for parishes. Buyers may bid for a portion of ownership.
Rhode Island	10% first six months + 1%/month	1 year	After one year, the investor automatically is responsible for the property, even before foreclosure.
Tennessee	10%	1 year	Tax sales must be confirmed by the court.
Texas	25%/6 months. 50%/2 yrs.	6 months or 2 years for agricultural properties and homesteads.	Tax deed sales are held on the first Tuesday of the month.

STEP 3

Get a Tax Sale List

To find your own tax sale list, use a search engine (e.g., Google or Yahoo) and type in county treasurer or tax collector. Be specific. For example, type in “Travis County Texas Tax Collector” or “Maricopa County Arizona Treasurer.”

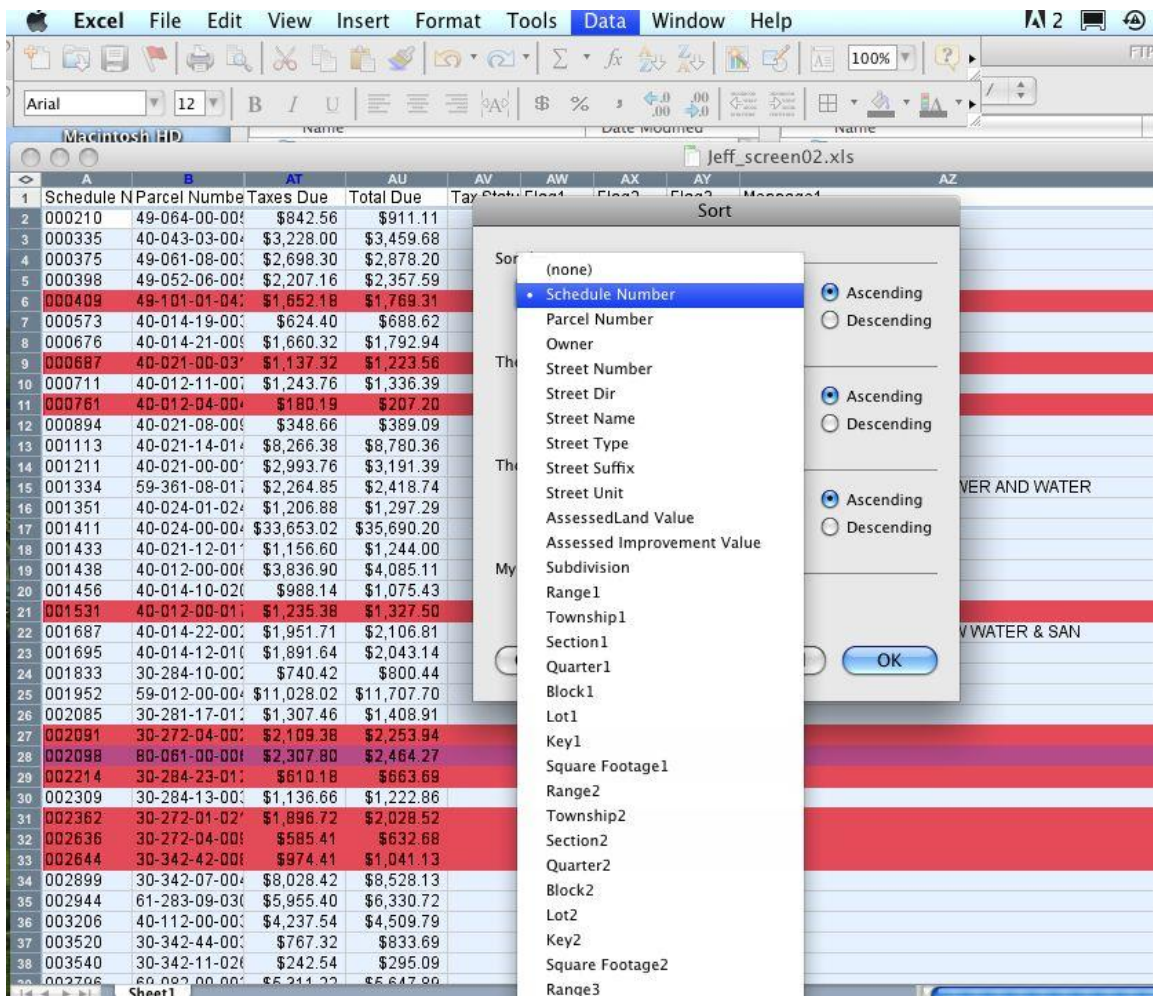


Or, type in “Lee County Florida Website” and go to the main website and search for elected officials, departments or government. Once you are on the site, you will usually be able to find a list if the sale is coming up in the next few weeks. Tax sale lists are published about 3 to 4 weeks before the sale. By law most counties must publish the list in a local newspaper, or the list will be available in electronic or paper format at the Tax Collector’s office.

STEP 4

Screen the List

The idea with screening is to weed out what you don't want and come up with a smaller list to research. This will depend upon your goals, but as an example, liens are categorized into property types, such as "improved" versus "unimproved." Unimproved property is land (either acreage or a lot or an unbuildable strip of land). If you are not interested in land, then screen out real estate that shows a "0" value for improved property. If you are concerned about environmental risk (further discussed in Section, then you may want to avoid commercial properties. Other screens include checking for redemptions before you start, while you are working, and when you are almost done. If you can find a list in a spreadsheet or database format, you can screen out what you don't like much easier. Screen for taxes owed versus the value. Be sure to look at the legal description and see if it is land or only mineral or water rights. Make sure the land is not a green space. The most important screen is for redemptions.



STEP 5

Due Diligence

This means “do your homework” and check for any problems. Typical problems could be federal or state liens on a property, environmental issues, or bankruptcy. The most important thing to understand is the property value.

Due diligence is a fancy way of saying...BE CAREFUL. Know what you are buying.

Here are some things to consider:

- Check the property description and make sure it is marketable land, not green space, water rights, mineral rights, odd-shaped parcels, etc.
- Compare the taxes owed to the value; if it's not worth the taxes owed, then move on.
- Check for other liens or bankruptcy. Some lists will include this information, but most won't. Research property owner names on the Grantor/Grantee index usually found online or at the Recorder/Clerk's office.
- Understand property types.
- If it's a commercial property, check for environmental problems.
- If you're ever confused about a parcel or a name that keeps coming up, call the County and ask questions. Most officials are friendly and will help. Be aware that they have the right to refuse any assistance.

Three County Agencies You Must Know:

1. Tax Collector/Treasurer – to find the lists and sign up for sales.
2. Appraiser – to find out the size, property address, and value of a property.
3. Recorder or Clerk – to find out about recorded liens, mortgages, judgments, etc.


STEP 6


Prepare for an Auction

Sign up and get registered. Many counties have specific guidelines on signing up early, sometimes a week in advance. Get your money in order and know who is buying. Read the rules on the county's website, but also check the tax sale laws of the state. Go to a live sale with cashier's checks made out in different denominations. That is, if you plan on spending \$5,000, then you may want to have two cashier's checks made out for \$2,000 and one for \$1,000. Most online auctions will have you fill out an automatic debit (ACH – Automated Clearing House) form from your bank account. You will either need a Social Security Number (SSN) or an Employer ID Number (EIN).





The header features the Baltimore City seal on the left, followed by the text "Baltimore City, Maryland" and "OFFICIAL TAX CERTIFICATE AUCTION SITE". On the right, there are navigation links: "Home | About Us | FAQ | Contact Us". Below this is a dark grey bar with the word "Registration" in white text.


 Please note the new global registration process no longer requires you to register for each county. Once registered in any county, your credentials will be valid for ALL Realauction tax lien sale sites.

Bidder Type
 Select the Tax ID type for your account. Click "Next" to continue.

I am registering using my:

 SSN - Social Security Number
  EIN - Employer Identification Number

Country:

 For multi-member LLCs, register using your Employer Identification Number (EIN).

STEP 7

Attend an Auction

This could be a live sale at the county courthouse, or an online auction (see SRI example below). Alternatively, you may just look at the OTC liens and deeds and submit your offer to the county for review. Here are some secrets to remember when you are at an auction: (1) the best deals are at the end, (2) don't get caught in a bidding war, and (3) be logical and stick to a price. The most common mistake is overpaying.

The screenshot shows the SRI Incorporated website. The header includes the SRI logo, the text "SRI INCORPORATED Integrity. Customer Service. Excellence.", a search bar with "Search SRI..." and a "SEARCH >" button, and contact information for "Tax Sales" at 8082 Bash St. Indianapolis, IN 46250, with phone number (317) 842-5818. A navigation bar contains links for Home, Tax Sale, Sheriff Sales, Commissioner Sales, Asset Liquidations, Consulting, and Contact Us. The main content area is divided into two columns. The left column has sections for "Indiana Tax Lien Sales" (with a table of sales for FLOYD and CASS counties), "Upcoming Online Sales" (stating no sales are currently scheduled), and a list of "Tax Links" including Tax Sale Dates, FAQ's, Tax Sale Registration, Advertising Information, and Glossary of Terms. The right column has a section for "SRI Tax Sales" with a detailed description of their services and a sub-navigation bar for "Indiana Tax Sales", "Florida Tax Sales", "Michigan Tax Sales", and "Colorado Tax Sales". Below this bar, text explains that they conduct tax sales in many Indiana counties and provides instructions on how to find contact information for the County Sale Director.

Indiana Tax Lien Sales

COUNTY	DATE	PROPERTIES
FLOYD	12/01/2010	↕
CASS	12/07/2010	↕

Property Listings ⓘ

Upcoming Online Sales

No Online Sales are Currently Scheduled.

Tax Links

- Tax Sale Dates
- FAQ's
- Tax Sale Registration
- Advertising Information
- Glossary of Terms

SRI Tax Sales

SRI is synonymous with tax sales. We are known by our clients, non-clients, lien buyers, and state officials as the "tax sale experts". This reputation has developed over a period of 20 years. Our services include the entire "cradle to grave" tax sale services. We start our assistance with the certified property tax delinquent list, and conduct all necessary steps through the preparation of the tax deed.

SRI is uniquely qualified to handle the legalistic nature of this work through a distinctive mix of professionals. Our experience balances technology, accounting, legal, and business management to create the perfect mix for the nature of tax sale work.

[Indiana Tax Sales](#) [Florida Tax Sales](#) [Michigan Tax Sales](#) [Colorado Tax Sales](#)

We conduct Tax Sales for many of the Counties in Indiana. For information about sales and Tax Sale Dates for Indiana Counties Click the link below. You will also find contact information for the County Sale Director. Choose the county that you are interested in on the map and click on it.

STEP 8

Wait Patiently

Winning certificates, receipts, and other paperwork should be filed in a safe place, like a tax lien box, folder, or drawer. Start keeping track of your liens and deeds on a spreadsheet, database, or physical filing system. You need to know when subsequent taxes are due and when the redemption period expires. Consider adding these dates to your favorite calendar, whether that's one on your wall, computer, or smart phone. I use Outlook, but Google software is available for free.

Ultimately, you will be contacted by the county that your lien has been redeemed, and you may have to mail in your certificate or proof of purchase. The county will then send you a check for the principal you paid plus interest. You can reasonably expect about 1/3 of the certificates to be redeemed in 6 months, 1/3 within a year or two, and 1/3 near the end of the redemption period. Out of a batch of liens, 95% to 98% will be redeemed, leaving 2% to 5% for you to foreclose on and make some serious money. Note that buying in bulk (many liens) will give you a higher probability of foreclosing.

STEP 9

Manage Your Liens and Deeds

When you have liens that have been redeemed, you get your money back plus interest. However, don't stop there. Get creative and redeploy your money. Either find an online auction or use the over-the-counter lists to buy more liens and keep your money working. You may want to purchase equities, other foreclosures, or just keep it in an interest-bearing account.

If you have a lien that is never redeemed, contact a real estate attorney or tax title specialist. In some states you can do the foreclosure process yourself by notifying all owners and interested parties. Review the State's tax sale laws for specific requirements. In most cases, you would be wise to hire an attorney or title specialist.

Once you have the deed, your title specialist or attorney will help you quiet the title as soon as possible. Finally, keep track of your records for filing taxes.

STEP 10

Your Exit Strategy

If you've bought a tax deed or foreclosed on a lien, you now own real estate. You will have to decide whether to rent, sell or hold. This is where it becomes exciting, but also work is involved. Did I mention that real estate is an investment and a business? Please treat it that way.

Here are a few things to consider when you own real estate:

- Tax implications (i.e., save all your receipts).
- Record your business mileage.
- Consider using bookkeeping software.
- Is it a good time to sell or a better time to rent?
- Are you going to fix it up and flip it or rent it?
- If it's land, are there improvements that could be made to increase the value.
- Find an honest and dependable handyman/woman.
- Learn how to screen renters.
- Understand and use appropriate lease agreements and disclosures, such as lead-based paint.
- Get your team together – attorney, accountant, bookkeeper, contractors, etc.

Dear Future Tax Lien/Deed Investor:



I hope you enjoyed the first 25 pages of Tax Liens Unleashed. Although this was just a brief introduction, it should be enough for you to get started. I wish you the best success in this exciting investing strategy.

If you would like to read the rest of Tax Liens Unleashed, along with the Over-the-Counter (OTC) Investing Guide, Tax Sale Calendar Resources, premium reports, online course, and personal help from me, please visit:

<https://taxliensunleashed.com/tax-liens-course/>

I wish you the best,
Michael Williams