



TAX LIEN SALES

A BENEFIT TO THE TAX PAYER



COMPETITION IN TAX SALES

TAX LIENS EARN 18% BY STATE LAW

- Tax lien investors compete to purchase tax liens by agreeing to charge the tax payer lower rates of interest for the amount due
- Bidding starts at 18% and is driven down to 0% through competition
- What happens when you hit 0%?



PREMIUMS

- After an investor bids 0% for a lien, further competition comes in the form of Premium
- Premium is an amount of money an investor is willing to pay to place in trust with the municipalities and forfeit if they foreclose on the property
- Premium bidding results in hundreds of thousands of dollars being "lent to municipalities interest free every year"



LURE OF PROFIT

- The lure of profit is the foundation on which all this rests
- Lower interest rates to the tax payers
- No interest loans to the municipality
- Take away the lure of profit and everything comes crashing down

COMPETITION BENEFITS EVERYONE

The lure of profit brings more investors to the annual tax lien auctions.

More investors means that more liens are sold and tax collections are high.

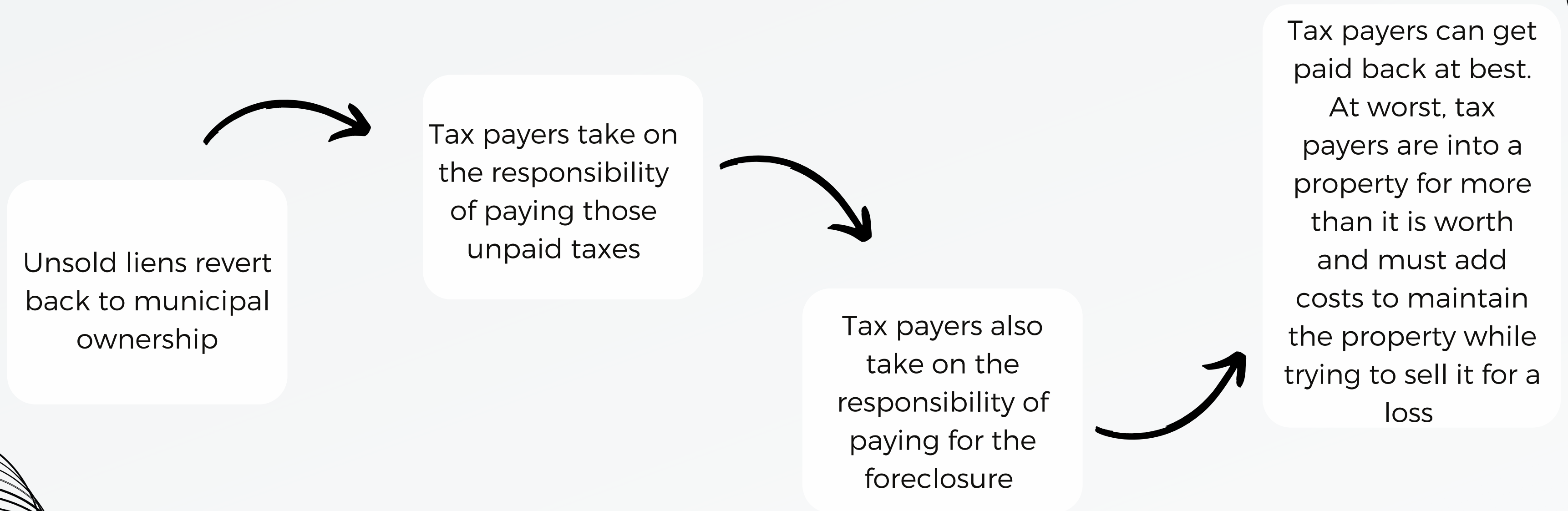
It also means that competition is fierce and competitions benefits tax payers.



NO LURE OF PROFIT = NO COMPETITION= INCREASE FOR TAX PAYERS

- **Without the lure of profit, there is limited or no competition for tax liens**
 - No premium is paid
 - Interest rates are not bid down
 - Liens go unsold
- **When liens go unsold, they become the property of the municipality**
 - The municipality must still make the school district and county payments, but without having received the revenue
 - The municipality must pay to foreclose on the property
 - If no one purchases the property at the sheriff sale, the municipality then owns the property and becomes responsible for the cost to maintain the property until they can sell it

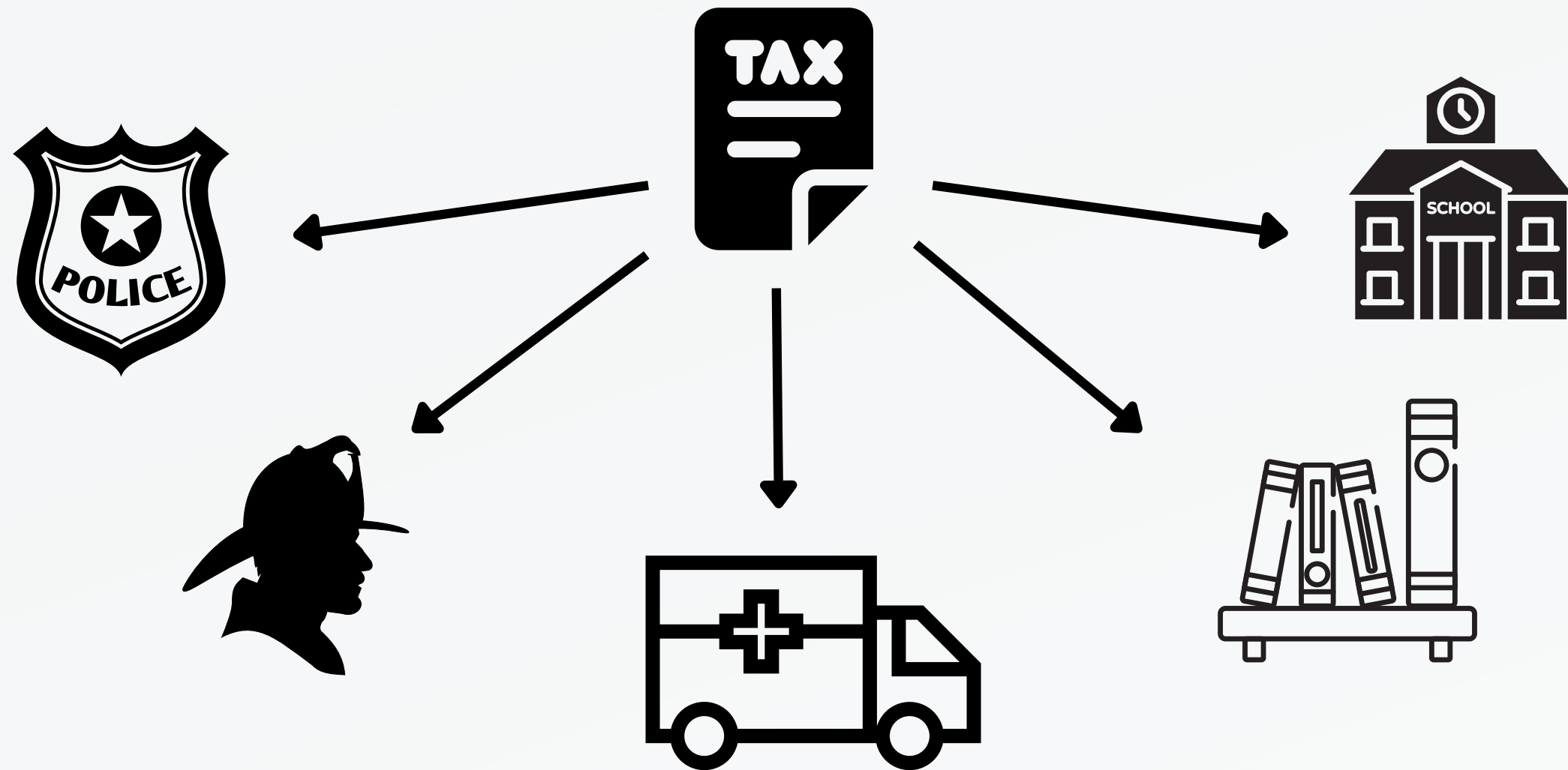
DOWNWARD SPIRAL



PEOPLE WHO ALREADY PAY THEIR TAXES WILL BE ASKED TO PAY MORE



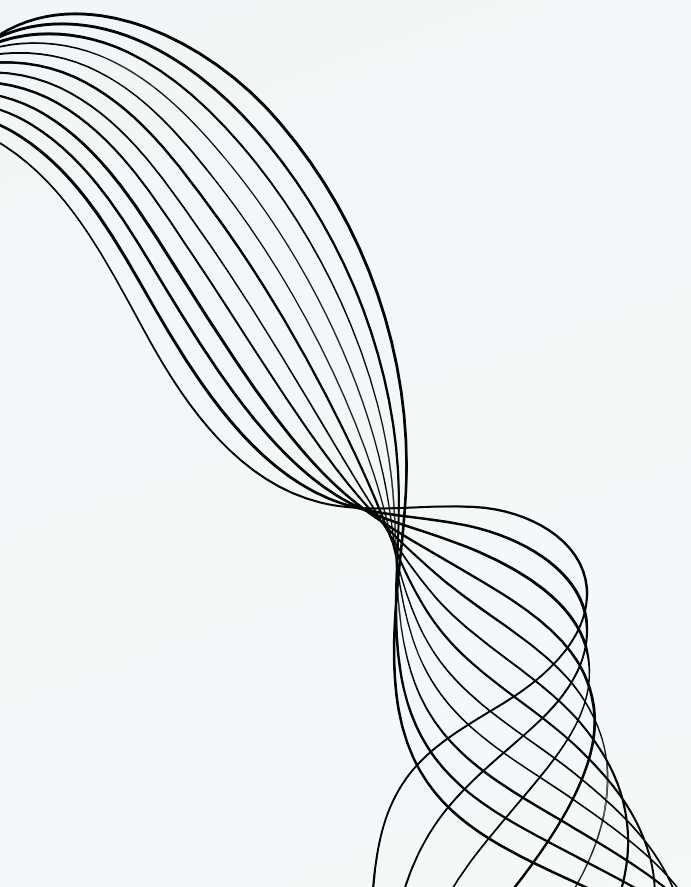
SERVICES THAT TAX PAYERS RELY UPON WILL BE CUT





PROTECT THE TAX PAYERS, NOT THE TAX EVADERS

*Do not force the burden of unpaid taxes on
to those who already pay their fair share*



**THANK YOU
FOR YOUR TIME**

