

# Intro to Strategy

## Tax Delinquent Properties

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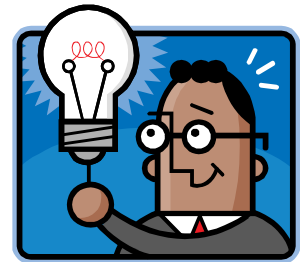
# What is Tax Delinquent Property?

If you own real estate  
and you don't pay  
your property taxes on time,  
then the property is  
tax delinquent.

## Golden Nugget

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I came to realize that  
most property that went to  
tax deed auction was  
free and clear.



## Golden Nugget

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If the property had no debt  
at the tax deed auction,  
then the property was  
free and clear  
before the tax auction

Such a simple idea but it's not obvious.

# 5 Steps with Tax Delinquent Properties

- 1. Choose any market with US tax law.**
- 2. Get one of the 3 lists of property at risk.**
- 3. Sort the huge list for the best leads.**
- 4. Market to the list.**
- 5. Negotiate and close.**

**IMPORTANT TIPS: Never pay more 50% FMV or  
Option with \$1 any property that is too costly**

# 3 Types of Tax Delinquent Lists



Before TLC Auction

OTC

Redemption  
Period

Golden Nugget

TLC auction

Contact Tax Delinquent owner

Tax Delinquent owner about to lose free and clear home for unpaid taxes.

“The Vice”

You have 1 month to sell or collect excess proceeds

Jan

Nov

Dec

The pressure is strongest at the end – when you arrive. Your timing is “just in time” to offer a saving solution; for you and for the home owner.

The TLC holder has paid the taxes but because YOU control the property, he has to buy the property from you. However, you will give a good deal.