

TAX LIEN 芝麻开花

第6组答辩
2/7/2021

芝麻开花-小组成员

Janet

Jane

Breeze

Jiangjiang



Charlene (组长)

Ling

Tong

QQ

Hamilton County, Indiana--Tax Lien

- 人口 338,011 (2019), IN第二大county
- Tax lien线上拍卖 (SRI service), 没有 over counter
- 每年10月份
- 溢价向上竞拍
- 起拍价 = All taxes + penalties + special assessments presently + administrative costs
- **Within 6 months 110% of the minimum bid + 5% overbid**
- **More than 6 months 115% of the minimum bid + 5% overbid**
- 1 年赎回期
- 自理式法拍, court申请deed

Hamilton County, Indiana

优势

- 无后续年份地税
- 在线竞拍
- 溢价5%利息
- **County**网站信息完善
- 自理式止赎

劣势

- 不到**100**处标地
- 溢价非常高
- **Deed Record** 需要付费查看
- 不能马上实操

筛选和缩短List

- 64 标地
- 起价 \$1000
- 民宅
- House: Bid price/Assessed Value less than 30%
- Land: Bid price/Assessed Value less than 10%
- Double check with Market Value

	Case ID	Current Date	Priority Information and Address	Reference Material	Assessed Value	Payoff	No. Bids Received	Notes	EBID Bid Price	Current	Performance ratio	Portfolio per month	Market Value	No. Bids Received	No. Bids Received	No. Bids Received
			General: Owner 1000 Duane St, Toronto, ON M5T 1A5 City: Toronto	Location: Bldg				Foreclosure: 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646								

Due Diligence 尽职调查

起拍价: \$4,327.27

Property Reports and Payments

Property Report for 1110 S Opel Ave
Parcel #: 02-05-05-01-03-012.000
Splitter Parcel #: 29-05-05-103-012.000-002

Q New Search
Application Help

Taxes & Payments Ownership Information Property Assessment Show Property Map

Ownership Information

Current Ownership Transfer History Current Deductions

Current Owner as of February 04, 2021

Print as PDF

This information is updated 5 times a week.

PROPERTY ADDRESS:	DEEDED OWNER:	SUMMARY INFORMATION:	
1110 S Opel Ave	Cooper, Harold	Parcel Number:	02-05-05-01-03-012.000
Sheridan, IN 46069	1110 S Opel St	State Parcel Number:	29-05-05-103-012.000-002
	Sheridan, IN 46069		

Legal Description: Acreage .00 Section 5, Township 19, Range 3 SHERIDAN GLASS Lot 38

Section/Township/Range: 5/19/3

Subdivision Name: SHERIDAN GLASS

Subdivision Section: Not Available

Deeded Acres: 0

Political Township: Adams

- No IRS lien
- IHC Lien-- \$1163.56
(6/8/2018, 11/9/2016,
10/15/2015, 7/8/2014)
- Other Assessments

Sheridan Stormwater
Lien Total: \$523.46

M296-Thistlethwaite
(5296) Total: \$68.74

IRS Lien Ineligible Homestead Certification and Fraud

Transfer Date & Type	Transferred from	Transferred to	Instrument Type, Date & Number	Recorded Date & Book Type	Legal Description
6/8/2018 IHC Lien	Cooper, Harold 02-05-05-01-03-012.000	Cooper, Harold	Ineligible Homestead Lien 6/7/2018 2018-24963	6/7/2018 Ineligible Homestead Lien	Acreage .00 Section 5, Township 19, Range 3 SHERIDAN GLASS Lot 39
11/9/2016 IHC Lien Release	Cooper, Harold 02-05-05-01-03-012.000	Cooper, Harold	Ineligible Homestead Lien Release 11/7/2016 2016-58639	11/7/2016 Ineligible Homestead Lien Release	Acreage .00 Section 5, Township 19, Range 3 SHERIDAN GLASS Lot 39
10/15/2015 IHC Lien Release	Cooper, Harold 02-05-05-01-03-012.000	Cooper, Harold	Ineligible Homestead Lien Release 10/14/2015 2015-53983	10/14/2015 Ineligible Homestead Lien Release	Acreage .00 Section 5, Township 19, Range 3 SHERIDAN GLASS Lot 39
4/28/2015 Mailing Address Change	Cooper, Harold 02-05-05-01-03-012.000	Cooper, Harold	Not Available	Not Available	Acreage .00 Section 5, Township 19, Range 3 SHERIDAN GLASS Lot 39
7/8/2014 IHC Lien	Cooper, Harold 02-05-05-01-03-012.000	Cooper, Harold	Ineligible Homestead Lien 7/7/2014 2014-28057	7/7/2014 Ineligible Homestead Lien	Acreage .00 Section 5, Township 19, Range 3 SHERIDAN GLASS Lot 39

Due Diligence 尽职调查

市场价格: average \$85,519

Assessed Value :\$38,800

House nearby around \$100,000

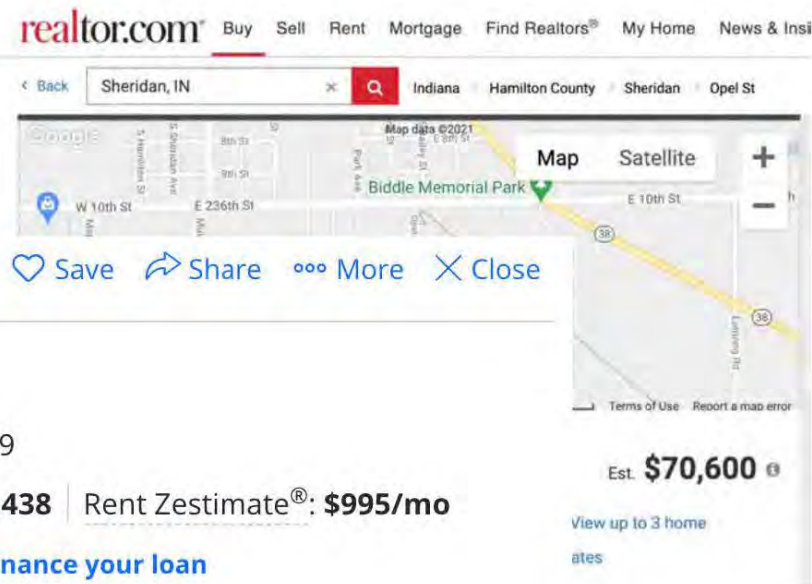


2 bd | 1 ba | 756 sqft

1110 S Opel St, Sheridan, IN 46069

● Off market | Zestimate®: **\$100,438** | Rent Zestimate®: **\$995/mo**

Est. refi payment: \$507/mo [Refinance your loan](#)



Previous Bid Analysis 历史出价分析

- 分析过去2年的销售记录, 制定出价策略
- **Hamilton county** 溢价部分5%利息
- 出价甚至在房产价值的90%左右！**This is Tax Lien Sale !**
- 比较差的房产, 出价最低可到房产价值的10%左右

Collect Past Tax Lien

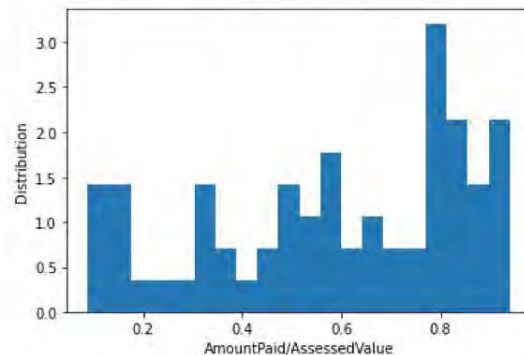
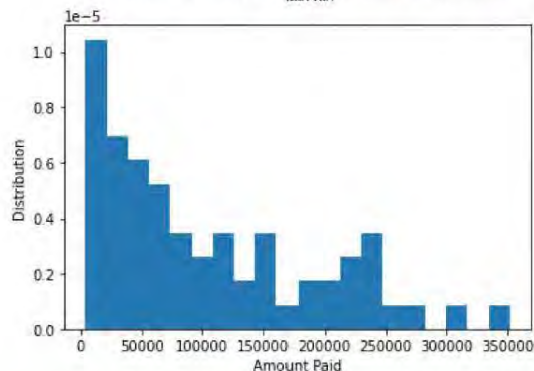
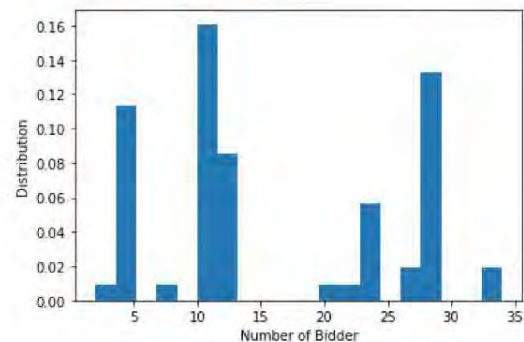
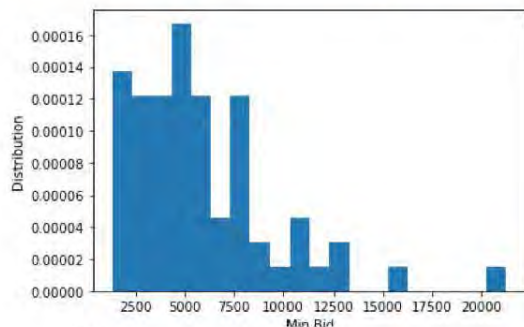
Analyze Past Bidding Pattern

Prepare Offer

- 分析参数:起拍价、建造年份、小区、房产价值
- 根据有限的历史数据来分析,实际要考虑具体每处房产状况和市场情况

yearBuilt	number of bidder	minBid	assessedValue	zipcode	neighborhood	amountPaid	ratio
1900	8	5005.5	92800	46034	0	31000	0.33
1900	5	5719.06	98100	46030	0	58000	0.59
1940	12	4394.13	105800	46031	0	12000	0.11
1980	24	5861.1	108100	46034	0	68000	0.63
1991	28	2088.01	113200	46062	1	56000	0.49
1971	28	2084.81	113200	46060	1	94000	0.83

Previous Bid Analysis 历史出价分析

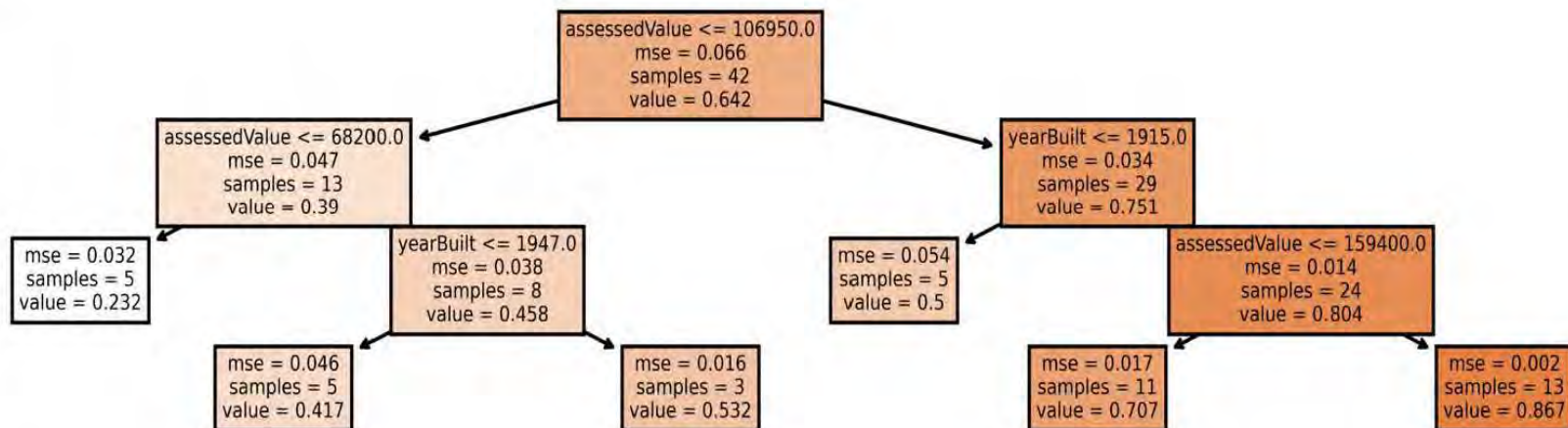


Collect Past Tax Lien

Analyze Past Bidding Pattern

Prepare Offer

- The importance of the selected factors: min bid 2%; year built 28%; neighborhood 5%; assessed value 65%
- 新房子和价值高的房子, 出价/估值 比例相对更高
- 下图显示基于建造年份和估值为参数建立的出价模型



Collect Past Tax
Lien

Analyze Past
Bidding Pattern

Prepare Offer

分析 1

1110 S Opel St, Sheridan, IN 46069

City: Sheridan. Build year 1949

起拍价: \$4,327.27



Market Value: average \$85,519 Assessed Value :\$38,800 Houses nearby \$100,000

Based on the analysis, the bid price will go to $38,800 \times 0.232 = \$9,001$
Because this is an older house with potential unknown higher stage liens, our maximum allowable offer can be based on 20% of the market value, which is \$20,000. Our offer should be higher than the highest bid

最终售价 \$8,201

赎回: 6月内赎回\$626, 回报率7.6%

不赎回, 租赁\$900 回报率132%

6-12个月\$843 回报率10.3%

Collect Past Tax
Lien

Analyze Past
Bidding Pattern

Prepare Offer

分析2

11439 Stones Ct, Unit 100, 46037

City: Fishers 2018 new condo

起拍价: \$9,377.53



Very good condition, sold at \$222,740 Assessed at \$215,800 Market value
\$250,000

Based on the analysis, the bid price will go to $215,800 \times 0.87 = \$188,000$
Our maximum allowable offer can be based on 80% of the market value, which is
\$187,000
We probably won't win this bid

最终售价: \$196,000

赎回: 6月内赎回\$10,268 回报率**5.23%** 6-12个月\$10,737 回报率**5.5%**
不赎回: 租赁回报率 \$1600 回报率**9.8%**

总结

- Tax lien州, 溢价竞拍
- 在线竞拍, 但房源偏少, 溢价过高
- 可能会占用非常高的现金
- 条件很好的房源, 竞争偏大, 盈利空间有限



Thank you