

Tax Lien Final Report

第1组 - 西部之星

Max - 组长
紫苏
Songan
Jim
Michelle
悦
Ian

凤城红
Anna
Jian
Jing
Hong
高伟

Overview

County Selection

Tax Lien States
Arizona &
Nevada

小组投票

Tax Lien County
Maricopa
County

List Selection

All 2021 Tax
Lien List

历史数据调研与初步筛选

Filtered 2021
Tax Lien List

程序抓取

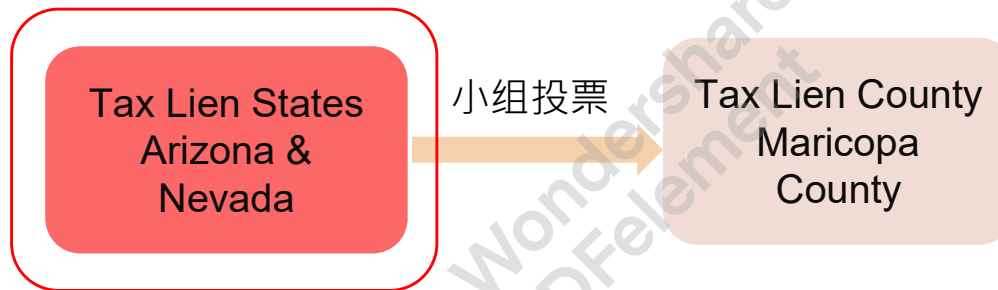
Program
Fetch Items

小组成员分析

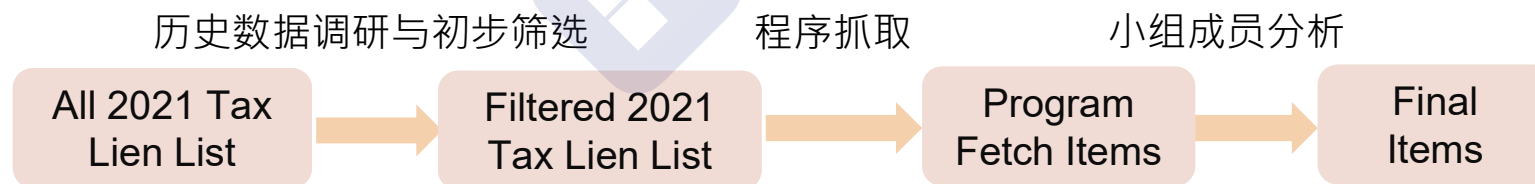
Final
Items

Tax Lien States: Arizona & Nevada

County Selection



List Selection



Tax Lien States: Arizona & Nevada

| 地名 | Team1 - 西部之星 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-------------------------------|--|---|-----------|-------------|--------|-----------|------------|-----------|-----------|------|-----------|-----------|---------|---------|------|---------|---------|---------|---------|------|---------|-------------|---------|---------|------|---------|---------------|---------|---------|------|---------|----------|---------|---------|------|---------|-------------|---------|---------|------|---------|------------|---------|---------|------|---------|-----------|---------|---------|------|---------|--------------|---------|---------|------|---------|-------------|---------|---------|------|---------|--------------|---------|---------|------|---------|---|-----------|-----------|-------------|--------|-----------|--------------|---------|---------|------|---------|--------------|---------|---------|------|---------|--------------------|---------|---------|------|---------|---------|---------|---------|------|---------|-----------|---------|---------|------|---------|----------------|---------|---------|------|---------|----------|--------|--------|------|--------|-------------|--------|--------|------|--------|--------------------|--------|--------|------|--------|---------|--------|--------|------|--------|------------------|--------|--------|------|--------|----------------|--------|--------|------|--------|
| 州 (State) | Arizona | Nevada (Clark County - Las Vegas, Paradise, Spring Valley ...) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 地理位置 (Location) |  |  | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 城市人口排行 (City Population Rank) | <table><tr><th>City Name</th><th>2010 Pop.</th><th>2010 Census</th><th>Change</th><th>2010 Pop.</th></tr><tr><td>1. Phoenix</td><td>1,445,000</td><td>1,445,000</td><td>0.0%</td><td>1,445,000</td></tr><tr><td>2. Tucson</td><td>544,000</td><td>544,000</td><td>0.0%</td><td>544,000</td></tr><tr><td>3. Mesa</td><td>465,000</td><td>465,000</td><td>0.0%</td><td>465,000</td></tr><tr><td>4. Chandler</td><td>400,000</td><td>400,000</td><td>0.0%</td><td>400,000</td></tr><tr><td>5. Scottsdale</td><td>300,000</td><td>300,000</td><td>0.0%</td><td>300,000</td></tr><tr><td>6. Tempe</td><td>280,000</td><td>280,000</td><td>0.0%</td><td>280,000</td></tr><tr><td>7. Glendale</td><td>250,000</td><td>250,000</td><td>0.0%</td><td>250,000</td></tr><tr><td>8. Gilbert</td><td>220,000</td><td>220,000</td><td>0.0%</td><td>220,000</td></tr><tr><td>9. Peoria</td><td>180,000</td><td>180,000</td><td>0.0%</td><td>180,000</td></tr><tr><td>10. Goodyear</td><td>150,000</td><td>150,000</td><td>0.0%</td><td>150,000</td></tr><tr><td>11. Buckeye</td><td>120,000</td><td>120,000</td><td>0.0%</td><td>120,000</td></tr><tr><td>12. Avondale</td><td>100,000</td><td>100,000</td><td>0.0%</td><td>100,000</td></tr></table> | City Name | 2010 Pop. | 2010 Census | Change | 2010 Pop. | 1. Phoenix | 1,445,000 | 1,445,000 | 0.0% | 1,445,000 | 2. Tucson | 544,000 | 544,000 | 0.0% | 544,000 | 3. Mesa | 465,000 | 465,000 | 0.0% | 465,000 | 4. Chandler | 400,000 | 400,000 | 0.0% | 400,000 | 5. Scottsdale | 300,000 | 300,000 | 0.0% | 300,000 | 6. Tempe | 280,000 | 280,000 | 0.0% | 280,000 | 7. Glendale | 250,000 | 250,000 | 0.0% | 250,000 | 8. Gilbert | 220,000 | 220,000 | 0.0% | 220,000 | 9. Peoria | 180,000 | 180,000 | 0.0% | 180,000 | 10. Goodyear | 150,000 | 150,000 | 0.0% | 150,000 | 11. Buckeye | 120,000 | 120,000 | 0.0% | 120,000 | 12. Avondale | 100,000 | 100,000 | 0.0% | 100,000 | <table><tr><th>City Name</th><th>2010 Pop.</th><th>2010 Census</th><th>Change</th><th>2010 Pop.</th></tr><tr><td>1. Las Vegas</td><td>603,000</td><td>603,000</td><td>0.0%</td><td>603,000</td></tr><tr><td>2. Henderson</td><td>200,000</td><td>200,000</td><td>0.0%</td><td>200,000</td></tr><tr><td>3. North Las Vegas</td><td>180,000</td><td>180,000</td><td>0.0%</td><td>180,000</td></tr><tr><td>4. Reno</td><td>180,000</td><td>180,000</td><td>0.0%</td><td>180,000</td></tr><tr><td>5. Sparks</td><td>150,000</td><td>150,000</td><td>0.0%</td><td>150,000</td></tr><tr><td>6. Carson City</td><td>100,000</td><td>100,000</td><td>0.0%</td><td>100,000</td></tr><tr><td>7. Primm</td><td>80,000</td><td>80,000</td><td>0.0%</td><td>80,000</td></tr><tr><td>8. Mesquite</td><td>70,000</td><td>70,000</td><td>0.0%</td><td>70,000</td></tr><tr><td>9. Battle Mountain</td><td>60,000</td><td>60,000</td><td>0.0%</td><td>60,000</td></tr><tr><td>10. Ely</td><td>50,000</td><td>50,000</td><td>0.0%</td><td>50,000</td></tr><tr><td>11. Gardnerville</td><td>40,000</td><td>40,000</td><td>0.0%</td><td>40,000</td></tr><tr><td>12. Winnemucca</td><td>30,000</td><td>30,000</td><td>0.0%</td><td>30,000</td></tr></table> | City Name | 2010 Pop. | 2010 Census | Change | 2010 Pop. | 1. Las Vegas | 603,000 | 603,000 | 0.0% | 603,000 | 2. Henderson | 200,000 | 200,000 | 0.0% | 200,000 | 3. North Las Vegas | 180,000 | 180,000 | 0.0% | 180,000 | 4. Reno | 180,000 | 180,000 | 0.0% | 180,000 | 5. Sparks | 150,000 | 150,000 | 0.0% | 150,000 | 6. Carson City | 100,000 | 100,000 | 0.0% | 100,000 | 7. Primm | 80,000 | 80,000 | 0.0% | 80,000 | 8. Mesquite | 70,000 | 70,000 | 0.0% | 70,000 | 9. Battle Mountain | 60,000 | 60,000 | 0.0% | 60,000 | 10. Ely | 50,000 | 50,000 | 0.0% | 50,000 | 11. Gardnerville | 40,000 | 40,000 | 0.0% | 40,000 | 12. Winnemucca | 30,000 | 30,000 | 0.0% | 30,000 |
| City Name | 2010 Pop. | 2010 Census | Change | 2010 Pop. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1. Phoenix | 1,445,000 | 1,445,000 | 0.0% | 1,445,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2. Tucson | 544,000 | 544,000 | 0.0% | 544,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3. Mesa | 465,000 | 465,000 | 0.0% | 465,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4. Chandler | 400,000 | 400,000 | 0.0% | 400,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 5. Scottsdale | 300,000 | 300,000 | 0.0% | 300,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6. Tempe | 280,000 | 280,000 | 0.0% | 280,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7. Glendale | 250,000 | 250,000 | 0.0% | 250,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 8. Gilbert | 220,000 | 220,000 | 0.0% | 220,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 9. Peoria | 180,000 | 180,000 | 0.0% | 180,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 10. Goodyear | 150,000 | 150,000 | 0.0% | 150,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 11. Buckeye | 120,000 | 120,000 | 0.0% | 120,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12. Avondale | 100,000 | 100,000 | 0.0% | 100,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| City Name | 2010 Pop. | 2010 Census | Change | 2010 Pop. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1. Las Vegas | 603,000 | 603,000 | 0.0% | 603,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2. Henderson | 200,000 | 200,000 | 0.0% | 200,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3. North Las Vegas | 180,000 | 180,000 | 0.0% | 180,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4. Reno | 180,000 | 180,000 | 0.0% | 180,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 5. Sparks | 150,000 | 150,000 | 0.0% | 150,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6. Carson City | 100,000 | 100,000 | 0.0% | 100,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7. Primm | 80,000 | 80,000 | 0.0% | 80,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 8. Mesquite | 70,000 | 70,000 | 0.0% | 70,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 9. Battle Mountain | 60,000 | 60,000 | 0.0% | 60,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 10. Ely | 50,000 | 50,000 | 0.0% | 50,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 11. Gardnerville | 40,000 | 40,000 | 0.0% | 40,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12. Winnemucca | 30,000 | 30,000 | 0.0% | 30,000 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 拍卖链接 (Auction Link) | <p>Arizona Auction Practice Site http://www.arizonaauctionpractice.com Apache County, AZ - February http://www.apachecountyaz.com/auctions/index.cfm Coconino County, AZ - End of January to End of February http://www.coconinocountyaz.com/auctions/index.cfm</p> | <p>Clark County Treasurer http://www.clarkcountynv.gov/government/external_officials/treasurer/index.cfm Clark County Tax Sale Results http://www.clarkcountynv.gov/government/external_officials/treasurer/index.cfm</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

[全国各地拍卖规则查询表](#)

Team1 Homework

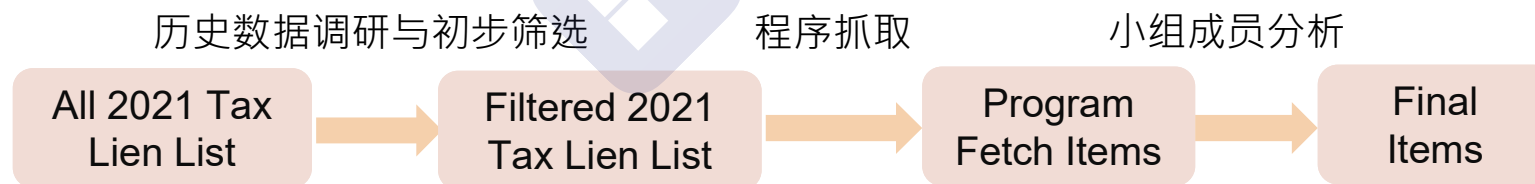
1

Tax Lien County: Maricopa County

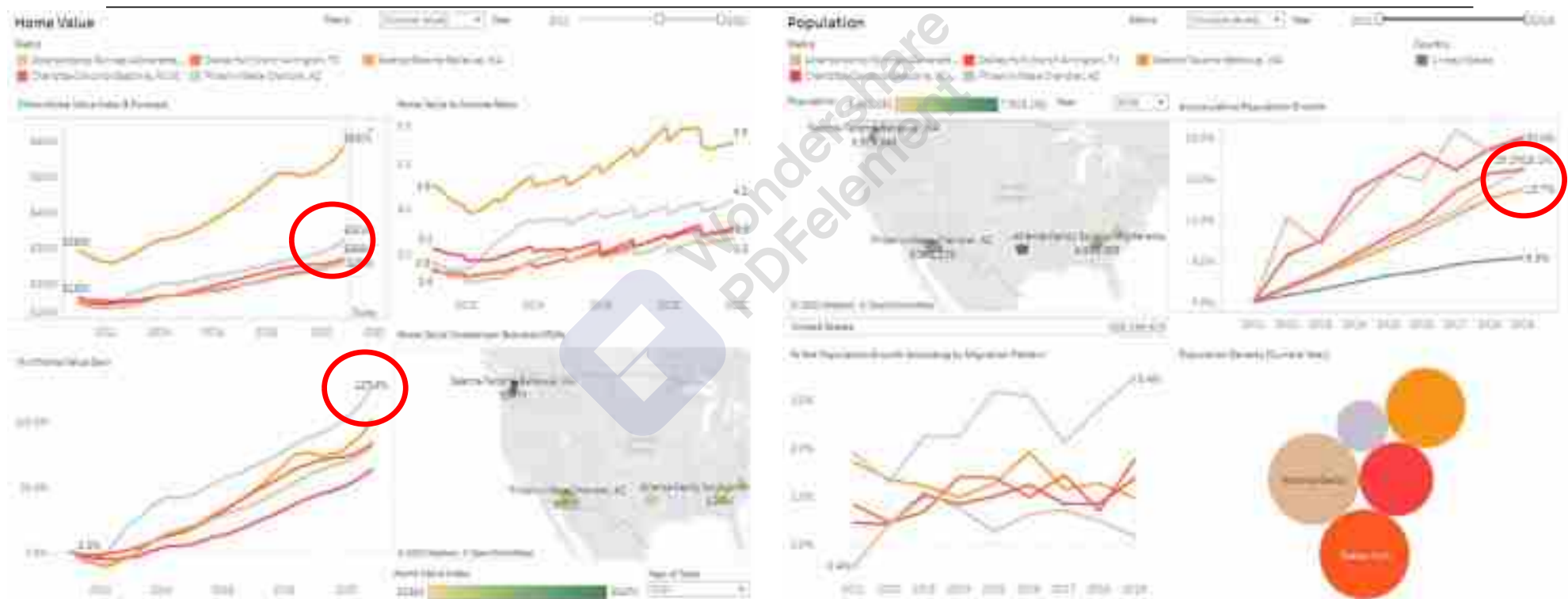
County Selection



List Selection



Tax Lien States: Maricopa County



Tax Lien States: Maricopa County

| | |
|---|--|
| 3) 该市场销售的是税留置权 (Tax Liens) 还是税地契 (Tax Deeds) , Redemption Deeds? | Tax Lien |
| 5) 税务留置权售出方式是什么, 是线上拍卖, 还是现场拍卖? | 在每年十二月依然拖欠地税的物业将被加入留置权 (Tax Lien) 拍卖, 以Maricopa County为例, 线上拍卖将在每年二月初于此网站举行。 https://maricopa.arizonataxsale.com |
| 6) How does the bidding work (do you bid down the interest rate, pay a premium, or bid down ownership interest) ?拍卖方式 (是否由高向低拍利率, 支付溢价, 或由高向低拍房地产所有权利息) ? | 亚利桑那州各县使用一种降低利率的投标制度来拍卖税收留置权。投标人通过降低他们愿意接受的回报率来竞争。投标以最高回报率开始 (16%) 以百分之1的增量下降 (1%) 直到确定最低出价。 |
| 14) 止赎程序 (Foreclosure) 如何? | 在3年赎回期 (Redemption Period) 内未赎回的业主将被取消赎回权。税务留置权持有人 (Tax Lien Holder) 止赎 (Foreclosure) 必须在拍卖之日起10年内提交, 否则税务留置权 (Tax Lien) 无效。当赎回期到期时, 留置权持有人必须与县司库 (Treasurer's Office) 联系, 启动止赎 (Foreclosure) 程序, 并申请司库契约 (Treasurer's Deed) 。留置权持有人将被要求支付产权搜索 (Title Seaech) 的费用, 以及发布和邮寄通知的费用。当留置权持有人启动丧失抵押品赎回权时, 高等法院将审查申请, 以验证所有权的转让。在高等法院核实申请后, 将建立成为税务地契 (Tax Deed) 并发给留置权持有人。 |

Tax Lien States: Maricopa County

| Tax Year | Avg Int Rate | Avg Days Held | Redeemed/Sold |
|----------|--------------|---------------|---------------|
| 2019 | 4.58% | 87 | 18.1% |
| 2018 | 3.85% | 165 | 54.9% |
| 2017 | 3.87% | 278 | 75.9% |
| 2016 | 3.61% | 352 | 89.1% |
| 2015 | 4.30% | 408 | 94.4% |
| 2014 | 3.21% | 426 | 95.0% |
| 2013 | 4.14% | 468 | 95.6% |
| 2012 | 5.58% | 500 | 95.9% |
| 2011 | 7.10% | 528 | 96.5% |
| 2010 | 9.12% | 514 | 96.9% |
| 2009 | 9.34% | 533 | 97.3% |
| 2008 | 8.66% | 509 | 97.6% |

根据Maricopa County出价历史纪录·在经济不好时拥有较高利息9.34%·经济好时利息则较低3.21%·超过95%左右的Tax Lien均会被赎回

历史数据调研与初步筛选

County Selection

Tax Lien States
Arizona &
Nevada

小组投票

Tax Lien County
Maricopa
County

List Selection

历史数据调研与初步筛选

All 2021 Tax
Lien List

Filtered 2021
Tax Lien List

程序抓取

Program
Fetch Items

小组成员分析

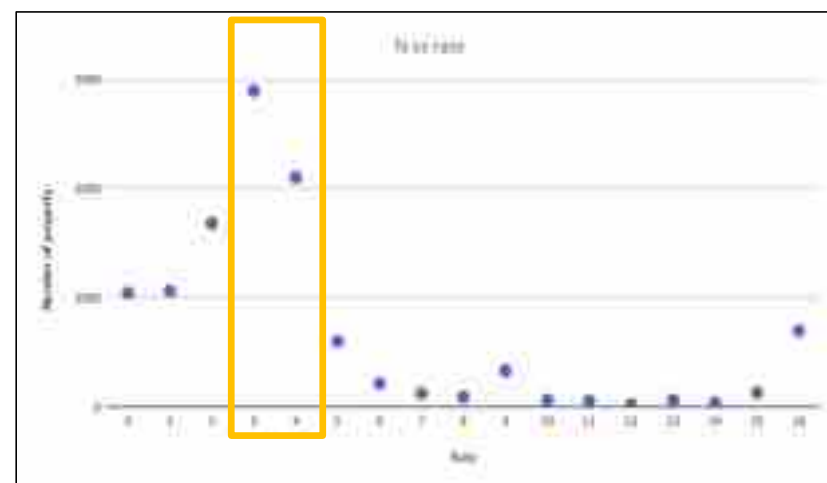
Final
Items

2020历史数据调研

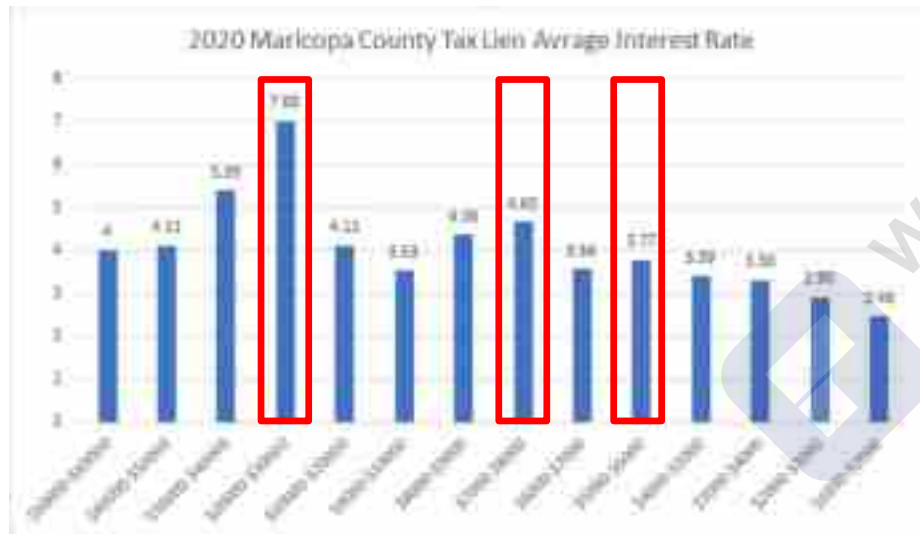
| | FACE AMOUNT | WINNING BID |
|---------|-------------|-------------|
| Max | 178710.01 | 16.00 |
| Min | 23.03 | 0.00 |
| Median | 783.61 | 3.00 |
| Average | 1656.84 | 4.57 |

Face Amount中位数为\$786.31，中位数中标的利息为3%，机构投资者购买\$500-\$3000的Tax Lien，平均利息在2.5%-5%之间，最多中标的Tax Lien利息也是3%，大约有3000个，次多的Tax Lien利息则是4%，大约有2000个

| PRIMARY NAME ON ACCOUNT | # of lien | Total \$ | Avg\$/lien | Min\$ | Max\$ | Avg Int |
|---------------------------------|-----------|-----------|------------|-------|---------|---------|
| MOUNTAIN REGION TAX AUCTION LLC | 549 | 2,432,338 | 2,531 | 60 | 105,400 | 2.37 |
| GRAND CANYON FUNDING, LLC | 477 | 642,110 | 1,345 | 37 | 112,647 | 5.56 |
| RAFH PROPERTIES LLC | 415 | 20,820 | 50 | 23 | 281 | 7.22 |
| ARAPAHO LLC | 3,436 | 5,261,253 | 1,531 | 31 | 14,643 | 2.70 |
| FNA DZ, LLC | 170 | 2,077,205 | 12,219 | 425 | 178,710 | 4.14 |



2020历史数据调研(Cont.)



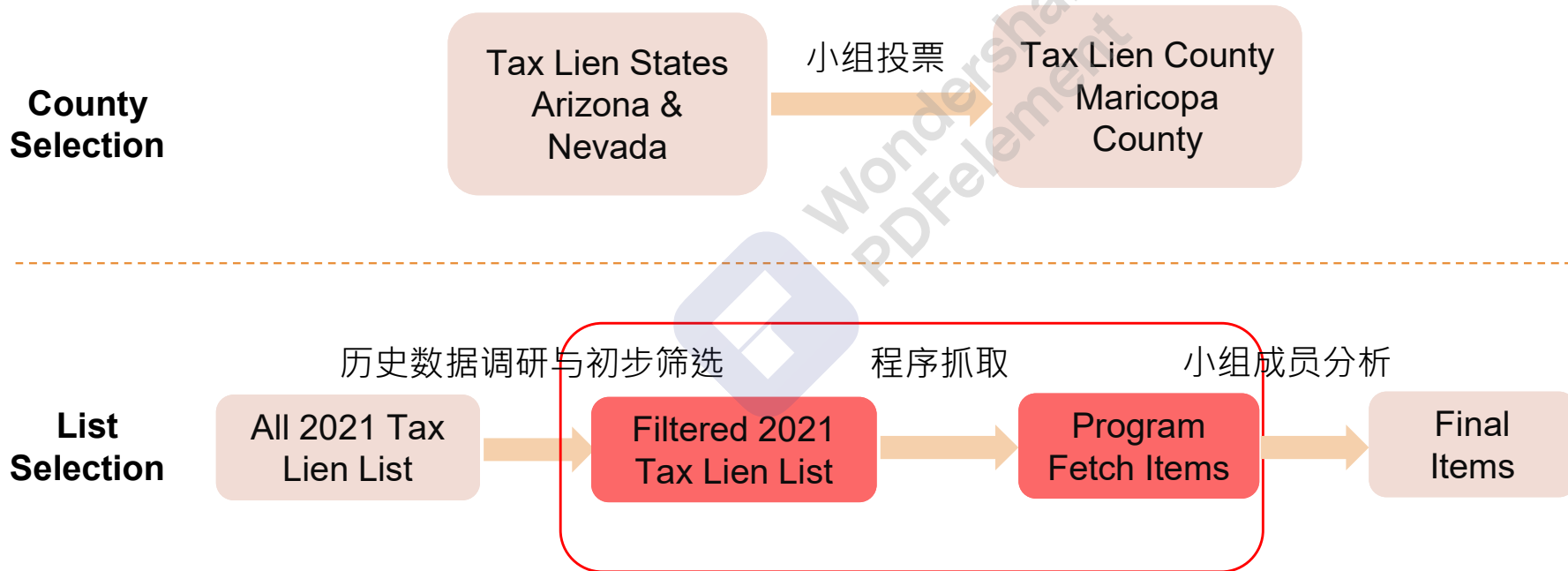
2020历史数据调研(Cont.)

| Face Amount Range | Average Face Amount | Average Interest Rate | 1-Year Average Revenue |
|-------------------|---------------------|-----------------------|------------------------|
| \$50000-\$60000 | 51746.055 | 4 | 2069.84 |
| \$40000-\$50000 | 45534.44 | 4.11 | 1871.97 |
| \$30000-\$40000 | 33643.10778 | 5.39 | 1812.99 |
| \$20000-\$30000 | 23829.59154 | 7.00 | 1668.07 |
| \$10000-\$20000 | 13829.62184 | 4.11 | 568.88 |
| \$9000-\$10000 | 9547.582059 | 3.53 | 336.97 |
| \$8000-\$9000 | 8444.230943 | 4.36 | 368.04 |
| \$7000-\$8000 | 7391.157959 | 4.65 | 343.92 |
| \$6000-\$7000 | 6511.49766 | 3.56 | 232.06 |
| \$5000-\$6000 | 5425.344823 | 3.77 | 204.32 |
| \$4000-\$5000 | 4474.621576 | 3.39 | 151.65 |
| \$3000-\$4000 | 3441.573041 | 3.30 | 113.63 |
| \$2000-\$3000 | 2428.960372 | 2.90 | 70.53 |
| \$1000-\$2000 | 1410.214497 | 2.46 | 34.62 |

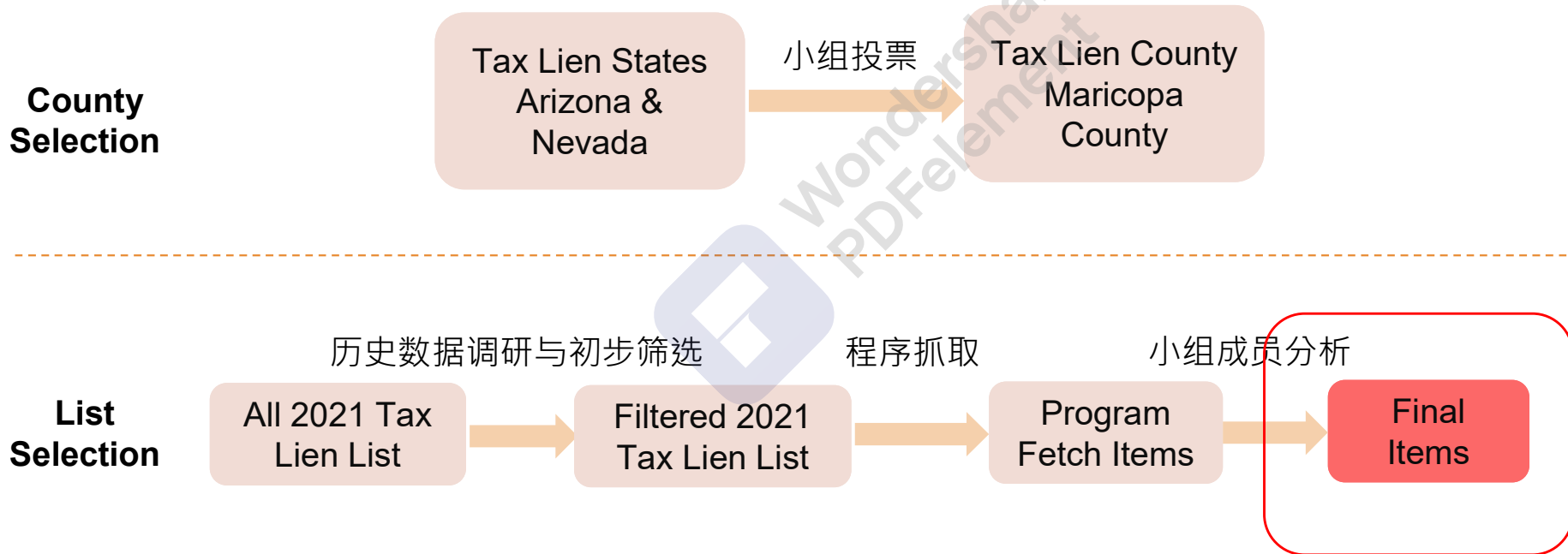
2021初步筛选

1. Tax Lien价格中位数为\$800左右，我们筛选略高于中位数的\$900了解Maricopa County的普遍状况。
2. 其中一个调查的目标是商业地产，在COVID-19疫情冲击有些商业地产可能受到影响，大于\$10000的多数为商业地产，然而超过\$20000的Tax Lien较少，我们将筛选商业地产Tax Lien价格定在\$10000。
3. 其中一个调查的目标是住宅地产，Maricopa County的地税率为0.61%，且房价中位数为\$242,700，拖欠地税会产生几个月的利息按16%算，加上其他费用。2019全年 tax lien差不多是房价1% 左右，我们将筛选住宅地产Tax Lien价格定在\$3000。
4. 根据2020年\$1000到\$6000的Tax Lien平均利率收益，以\$5000-\$6000最高，因此我们筛选\$5000-\$6000的Tax Lien。
5. 根据2020年\$6000到\$10000的Tax Lien平均利率收益，以\$7000-\$8000最高，因此我们筛选\$7000-\$8000的Tax Lien。

程序抓取



小组成员分析



Maricopa County Case: Location

3256 N 88th St, Mesa, AZ 85207



Maricopa County Case: Property Information

4 bd | 3.5 ba | 4,860 sqft

3256 N 88th St, Mesa, AZ 85207

Off market Zestimate®: **\$1,060,761** Rent Zestimate®: **\$6,150/mo**

Facts and features

Type: Single Family

Year built: 2003

Heating: Other

Cooling: Refrigerator

Parking: Garage, Garage - Attached, Covered

Lot: 1 Acres

GreatSchools rating

5/10 Franklin West Elementary School
Grades: K-5 Distance: 12.5 mi

8/10 Franklin At Alma Elementary
Grades: K-5 Distance: 15.2 mi

6/10 Red Mountain High School
Grades: 9-12 Distance: 3.2 mi

Similar homes nearby

Avg. sold price: \$923,086 Avg. \$/Square Feet: \$194



\$1,065,000

5 bd - 4 ba - 4.7k sqft
2838 N 88th Pl, Mesa, AZ 8...



\$950,000

5 bd - 4 ba - 4.3k sqft
8817 S Cholla St, Mesa, A...



\$876,410

4 bd - 4 ba - 4.5k sqft
8542 S McDowell Rd Unit 2...

Maricopa County Case: Numbers and Tax

| | |
|---|---|
| Parcel Number | 21924208A |
| Face Amount | \$7,239 |
| Tax Year | 2020 |
| Tax Amount | \$6,412 |
| Assessment Year | 2020 |
| Land Value | \$14,040 |
| Improvement Value | \$56,190 |
| Assessed Value | \$70,230 |
| 30% Value Rule (Assessed Value * 30%) | \$21,069 |
| Full Cash Value (Estimated Market Value) | \$706,500 |
| 30% Value Rule (Full Cash Value * 30%) | \$211,950 |
| Interest Rate | 3% |
| 1-Year Return | \$217 |
| 3-Year Return | \$652 |
| Owner Occupied | YES |
| Owner Name | QUESENBERRY FORREST R |
| Parcel URL | https://mcassessor.maricopa.gov/mcs/?q=21924208A |

选定策略

1. 根据业主过往Tax历史纪录，赎回Tax Lien机会很高
2. 因为疫情影响，如果业主不赎回拿下房子，有机率以小博大
3. 过往\$7000-\$8000利息平均是4.65%，每次都以1%下降竞标，我们出价低于平均的3%，增加获得Tax Lien的概率

| Tax Year | Status | Assessed Tax | Amount Due |
|------------------------|--------|--------------|------------|
| 2020 Unpaid | | \$6,411.72 | \$6,411.72 |
| 2019 Unpaid | | \$6,067.02 | \$7,217.99 |
| 2018 Redeemed Tax Lien | | \$5,735.33 | \$5.00 |
| 2017 Redeemed Tax Lien | | \$5,398.40 | \$5.00 |
| 2016 Paid | | \$5,067.74 | \$0.00 |
| 2015 Paid | | \$4,794.96 | \$0.00 |
| 2014 Paid | | \$4,500.36 | \$0.00 |
| 2013 Paid | | \$4,200.54 | \$0.00 |
| 2012 Paid | | \$3,900.25 | \$0.00 |
| 2011 Paid | | \$3,600.14 | \$0.00 |
| 2010 Paid | | \$3,300.54 | \$0.00 |

Arizona Property Tax Calculation

Maricopa County Case: Owner and Deed

OWNER INFORMATION

OUTSTANDING MORTGAGE

Trailing Address: 1000 N 10TH ST, SUITE 100, PHOENIX, AZ 85004

Deed Number: 8872515N

Lead Deed Book: 8872515N

File Date: 8/25/2018

File Price: \$25.00

REAL PROPERTY (PARCEL) SEARCH RESULTS

Showing 1 of 1 results
Click here for more results

| APN | Name | Address | Subdivision | SPR | CSR | Previous Date |
|------------|---------------|--|-------------|-----|-----|---------------|
| 016-14-000 | QUANTRO TRUST | 1000 N 10TH ST, SUITE 100, PHOENIX, AZ 85004 | | | | 8/25/2018 |

Recording Requested by:
First American Title Insurance Company

When recorded mail to:
Harold R. Quisenberry
3216 North 10th Street
Phoenix, AZ 85016

SPECIAL WARRANTY DEED

File No. 8872515N (Agt)

For the consideration of TEN AND NO/100 DOLLARS, and other valuable considerations, I of the,
U.S. Bank National Association, as Trustee on Behalf of the US 2004-LSN Trust Fund, the
GRANTOR does hereby convey to

Harold R. Quisenberry, an individual man, the GRANTEE

the following described property situate in Maricopa County, Arizona:

PARCEL NO. 1:

THE NORTH HALF OF THE NORTH HALF OF THE SOUTHEAST QUARTER OF THE SOUTHEAST QUARTER OF THE NORTHWEST QUARTER OF SECTION 33, TOWNSHIP 2 NORTH, RANGE 7 EAST OF THE GILA AND SALT RIVER BASE AND MERIDIAN, MARICOPA COUNTY, ARIZONA, EXCEPT THE WEST 386.80 FEET THEREOF.

PARCEL NO. 2:

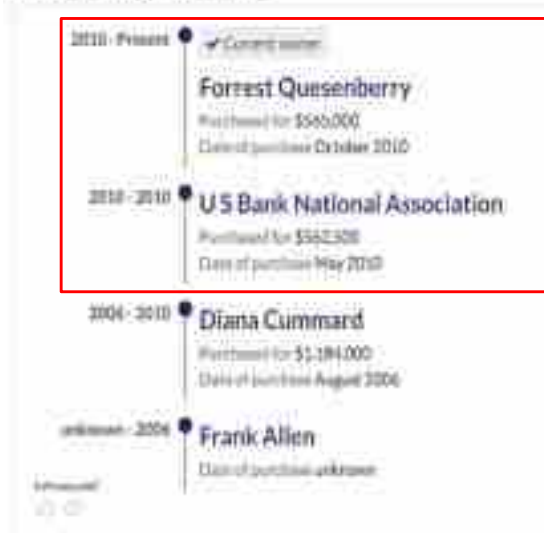
AN EASEMENT FOR EGRESS AND ACCESS OVER THE NORTH 30 FEET OF THE WEST 386.80 FEET OF THE NORTH HALF OF THE SOUTHEAST QUARTER OF THE SOUTHEAST QUARTER OF THE NORTHWEST QUARTER OF SECTION 33, TOWNSHIP 2 NORTH, RANGE 7 EAST OF THE GILA AND SALT RIVER BASE AND MERIDIAN, MARICOPA COUNTY, ARIZONA.

Curing Title Defects in
Arizona

Maricopa County Case: NeighborWho Website



Ownership Timeline



NeighborWho

Nov 30, 2015 New Loan Record
First Western Trust Bank to

Primary lender details

Lender: FIRST WESTERN TRUST BANK
Loan amount: \$300,000
Lender type: --
Loan type: --
Line of credit loan: --

Sep 10, 2010 Ownership Change
Us Bank National Association to Forrest Quesenberry

Primary lender details

Lender: --
Loan amount: --
Lender type: --
Loan type: CASH
Line of credit loan: --

Maricopa County Case: NeighborWho Website (Cont.)



Lien filed in AZ

Debtor identities

The following debtor was named in this judgment

Name: Forest Quintero

Address:

22541 80th St, Mesa, AZ 85207

Filing date: 08/01/2018

Amount: \$2,116

Court: -

Status: -

Court: AZ

Case ID: HGCC801816/9873213/AZ/MHP

Lien docket

Type: Civil judgment release

Filing date: 11/08/2018

Reference number: CC201816/AJ3

Agency: San Tan South Mesa Gilbert Justice Court

County: Maricopa

State: AZ

File number:

Neighborhood Safety

Learn more



These are the 99 closest sex offenders within a 5 mile radius of this address

Curing Title Defects in
Arizona

Maricopa County Case: Recorder Office History

| Name | Recording Number | Recording Date | Amount | Recording Type |
|------------------------------|------------------|------------------|-----------|-----------------------------------|
| D J PURCELL | 20140661488 | 10/06/2014 | | Deed of Full Release |
| Franklin Mortgage Company | 20140636519 | 9/25/2014 | \$300,000 | Deed of Trust |
| D J PURCELL | 20121165193 | 12/14/2012 | \$20,000 | Deed of Trust |
| A&A Funding Corporation | 20110916501 | 11/3/2011 | | Assignment of Beneficial Interest |
| A&A Funding Corporation | 20110916500 | 11/2/2011 | \$200,000 | Assignment of Rents |
| US BANK NATIONAL ASSOCIATION | 20100786223 | 9/10/2010 | | Special Warranty Deed |

Maricopa County Recorder

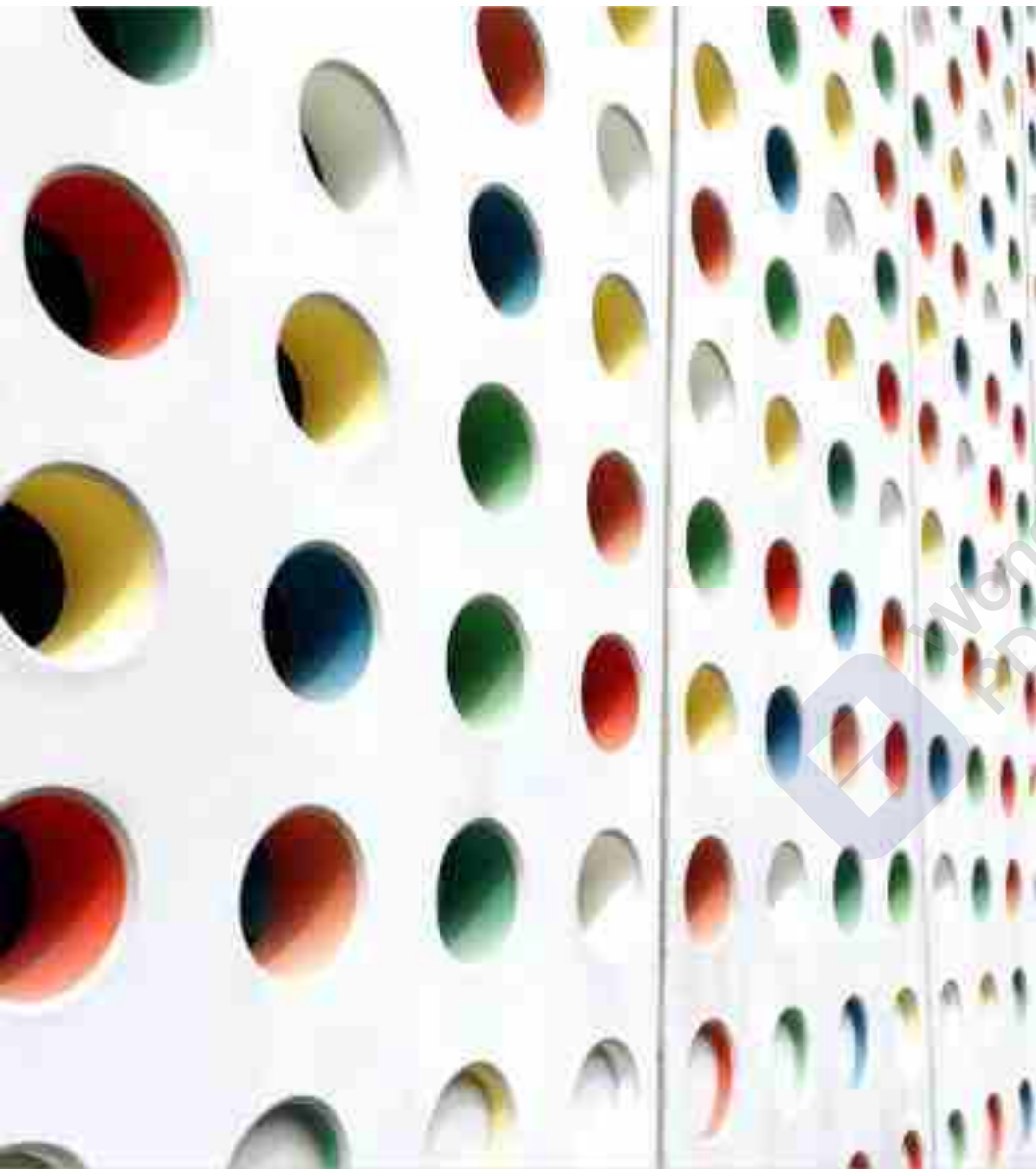
Maricopa County Case: Recorder Office History (Cont.)

| Name | Recording Number | Recording Date | Amount | Recording Type |
|----------------------------------|------------------|----------------|-----------|-----------------------------------|
| Banner Baywood Medical Center | 20160571375 | 8/10/2016 | | Lien Release |
| Banner Baywood Medical Center | 20160059055 | 1/28/2016 | \$1148.8 | Medical Lien |
| First Western Trust Bank | 20150845853 | 11/30/2015 | | Assignment of Beneficial Interest |
| First Federal Investment Company | 20140825368 | 12/16/2014 | \$300,000 | Assignment of Deed of Trust |
| A&A Funding Corporation | 20140718158 | 10/29/2014 | | Deed of Full Release |

Maricopa County Case: Foreclosure

| | |
|--|--------------|
| Face Amount | \$7,239.00 |
| Full Cash Value | \$706,500.00 |
| Past Tax Due (2020) | \$6,582.00 |
| Future Tax Due (2021, 2022, 2023) | \$19,746.00 |
| Other Lien Due (Civil Judgement Lien) | \$2,116.00 |
| Foreclosure Attorney Fees | \$1,500 |
| Closing Costs (7% of Full Cash Value) | \$49,455.00 |
| Total Foreclosure Costs (Face Amount + Past Tax Due + Future Tax Due + Other Lien Due + Foreclosure Attorney Fees + Closing Costs) | \$85,138.00 |
| Total Foreclosure Revenue (Full Cash Value - Total Foreclosure Costs) | \$621,362.00 |
| Foreclosure Return Rate (Total Foreclosure Revenue / Total Foreclosure Costs) | 729.83% |

虽然业主不赎回的比例很低，贷款公司也可能帮忙付清，如果很幸运能以小博大，获利将十分可观



谢谢大家聆听!

第1组 - 西部之星