**Tax Sale Presentation**

Tarrant county Tax Sale highlights:

* Texas has Delinquent Tax Sale the 1st Tuesday each month at the county’s court steps at 100 West Weatherford St., Fort Worth, TX
* Texas is a Redeemable Deed state. Redeemable period is: 6 months for Non-Owner occupied property, 24 months for Owner occupied and Agriculture properties
* Two attorney firms handle the Tax Sale and you can get the list from them.

[www.lgbs.com](http://www.lgbs.com) and [www.pbfcm.com](http://www.pbfcm.com)

* In order to participate, you need to register with the county clerk’s office and get a register# first.
* All sales will be to the highest bidder
* After winning the bid, the full payment is required on the day of the sale. Cash, Money Order or Cashier’s Check are accepted only. No Credit Card or Travel’s Checks please
* The successful bidder on a property will be issued a Constable’s Deed or Sheriff’s Deed within 4-6 weeks after the auction
* Properties that are not sold at the Auction may later be offered for Resale as a Struck-Off properties

Tarrant County site:

<http://access.tarrantcounty.com/en/tax/property-tax.html?linklocation>

**My Due Diligence includes:**

* Purchasing the Tax Sale list from a 3rd party each month
* After received the list, I will Skip Trace all the data to obtain as much information I can about the properties and the property owners
* I then try to eliminate the properties that don’t fit my criteria based on the type of properties, the Minimum Bid amount, etc.
* After trimmed down the list, I first will cold call them to see if I can set up appointments with any of them. Most of them don’t answer calls or wrong phone#
* If I do get hold of the owners, I will chat with them and spend lots of time to educate them the Tax Sale process and emphasize the damage that could done to them and offer to help them stop the Tax Sale process
* I then will go Door Knocking all the properties that I am seriously interested. The best time to Door Knocking is weekdays after 5:30pm or weekends. Door Knocking is very effective but time consuming, so plan ahead and know what you are going to say and offer when you do meet them in person
* Always, Always offer to help them! These people are in financial difficulties and they have limited resources to get themselves out of the trouble they are in. We, as investors, need to use our specialized knowledge and skills to help them and you will be rewarded! **People can sense if you are genuine or not!**

Here are the website I use for DD:

<https://realestateiq.co> paid Leads

<https://app.reiskiptrace.com> Skip Trace

<https://www.reiskip.com> Skip Trace

[www.Route4Me.com](http://www.Route4Me.com) Trip Planning

Real Estate is a location driven business. Location is the key!

It depends on your exist strategies, you should have at least 3 exit strategies when you obtain a property.

In general, for Fix & Flips, we follow 70% Rule; For Rentals, we follow 80% rule. Of course, the better the merrier!

When you attend the Auction, plan ahead, set your highest bid price of each property and **Be Disciplined**!

When you are at the Auction, please treat it as a Network event!! All the people there are cash buyers, they maybe your next cash buyers, investors or business partners. You never know!!

By the way, above steps and strategies can be used for regular Foreclosure sales as well.

Tarrant 县税收销售亮点：

* 得克萨斯州每个月的第一个星期二在德克萨斯州沃思堡西韦瑟福德街100号的县法院门口台阶上进行欠税款销售
* 德克萨斯州是可赎回契约州。可赎回期限为：非所有者使用的财产为6个月，所有者使用和农业用地为24个月。
* 两家律师事务所负责税收销售，您可以从中获得清单。

[www.lgbs.com](http://www.lgbs.com) and [www.pbfcm.com](http://www.pbfcm.com)

* 为了参与，您需要在县登记处注册并获得注册号。
* 所有拍卖都是最高出价者胜出
* 中标后，必须在销售当天全额付款。仅接受现金，汇票或银行本票。请勿提供信用卡或旅行支票
* 拍卖后4到6周内，将向中标者颁发《警官地契》或《治安官地契》
* 在拍卖会上未出售的财产可能会在以后出售，作为剔除财产

Tarrant 县网站:

<http://access.tarrantcounty.com/en/tax/property-tax.html?linklocation>

我的尽职调查包括：

* 每月从第三方购买销售清单
* 收到列表后，我将做讨债追踪以获得相关物业和物业所有人的尽可能多的信息
* 然后，我会根据物业的类型，最低出价等来去除不符合我的条件的物业
* 整理好清单后，我首先会打电话给他们，看看是否可以与他们中的任何一个建立约会。他们大多数人不接听电话或电话号码错误
* 如果我联系到房主，我将花一些时间来告诉他们房产税地契销售的过程，并强调可能会对他们造成的损害，提供帮助以停止销售过程
* 然后，我将去感兴趣的物业敲门拜访。敲门的最佳时间是工作日下午5:30以后或者周末。敲门非常有效，但很耗时，因此要提前计划并知道当您亲自见面时您要说的内容
* 帮助他们提供解决问题的办法。这些人处于财务困境中，他们的资源有限，无法摆脱困境。作为投资者，我们需要利用我们的专业知识和技能来帮助他们，您将从中得到回报！人们会感觉到您的真诚！

我使用的尽职调查的网站:

<https://realestateiq.co> 潜在客户付费网站

<https://app.reiskiptrace.com> 逃债追踪服务

<https://www.reiskip.com> 逃债追踪服务

[www.Route4Me.com](http://www.Route4Me.com) 安排拜访路线

房地产的位置是关键！

这取决于您现有的退出策略，获得资产后您至少应有3种退出策略。

通常，对于装修翻新，我们遵循70％规则；对于租赁，我们遵循80％的规则。当然，利润更高则越好。

当您参加拍卖会时，请提前计划，设置每个物业的最高出价，并遵守原则！

当您参加拍卖会时，请将其视为社交活动！那里的所有人都是现金买家，他们也许是您的下一个现金买家，投资者或生意上的合作伙伴。你永远都不会知道 ！

顺便说一下，上述步骤和策略也可以用于法拍房销售。

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