

\$26 BILLION

UNPAID PROPERTY TAXES EACH YEAR

*—WHAT'S
THE SOLUTION?*





BRAD WESTOVER
CTLP[®], NTLA EXECUTIVE DIRECTOR
MOTIVATOR & MENTOR

bpwestover@ntla.org 
(561) 644-1109



Scan to Connect

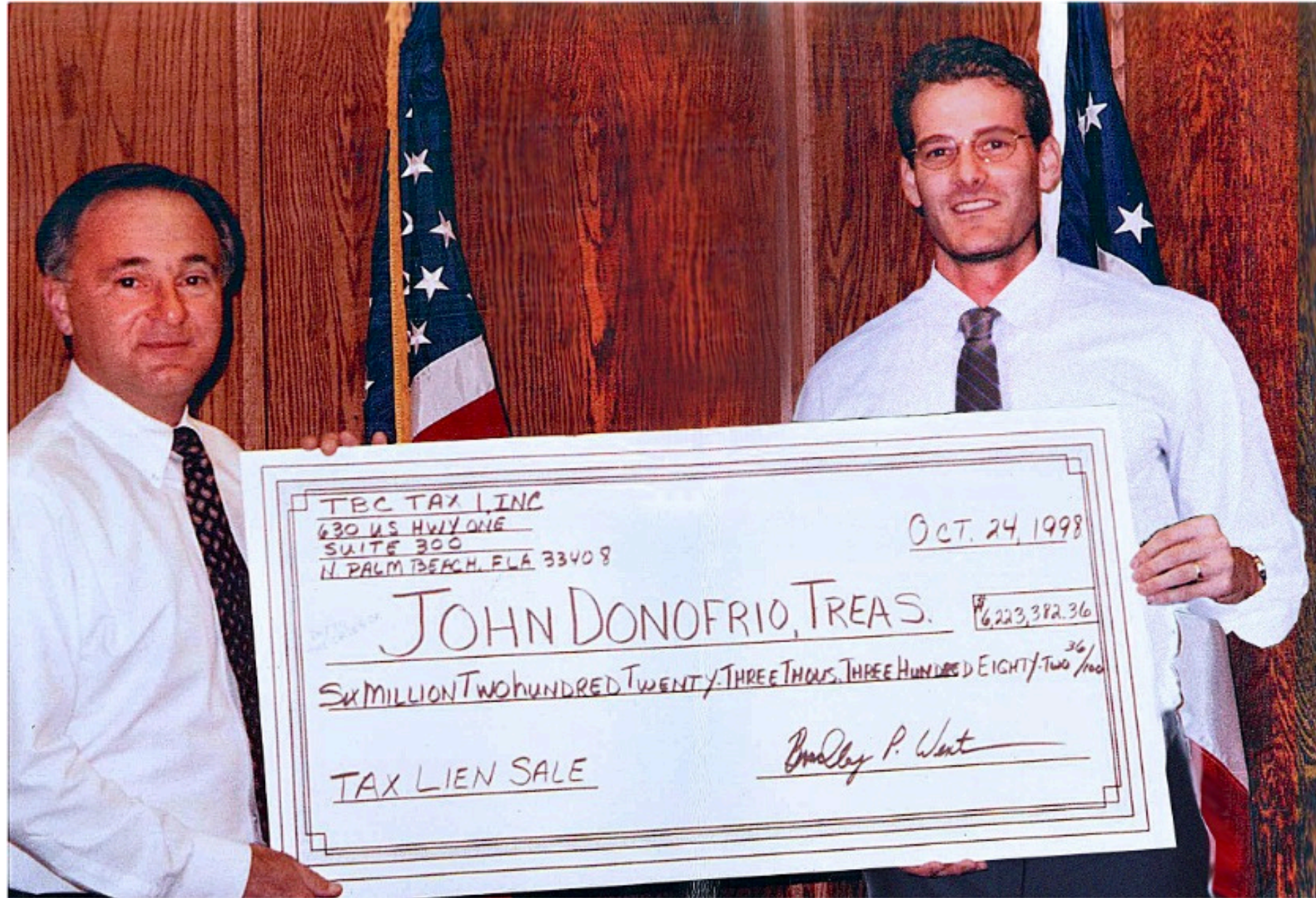
#NTLA



Brad Westover is the leading authority on property taxes in America. Since 2011, he has served as the Executive Director of the National Tax Lien Association. Prior to running the day to day operations of the NTLA he invested over \$1.5 billion in tax lien certificates from 23 states. He once raised over \$20,000 for the National Coalition for the Homeless by going homeless in Washington DC for 48 hours. Brad founded the NTLA Foundation to save elderly and disabled homeowners facing tax foreclosure. In 2021, he was honored as the Humanitarian of the Year by the Miami Association of Realtors for his efforts in rallying 10,500 volunteers in Hurricane cleanup efforts in South Florida. Brad is an Eagle Scout and fluent in Spanish. He holds a BA in Communications from Brigham Young University and an MBA from Nova Southeastern University. When he is not speaking around the country you can find him playing basketball, golfing or water skiing.

— “ —
Education is the most powerful weapon which
you can use to change the world.

— Nelson Mandela



Summit County (Akron), OH – Oct 1998

\$6.2 million bulk tax lien sale

- Successfully changed Ohio laws to allow for the sale of tax lien certificates (1997)
- Became the first Ohio Tax Investor



Scan to Connect

#NTLA



About NTLA

The National Tax Lien Association (NTLA) was **founded in 1997** as the only national non-profit trade association dedicated to America's tax sale industry. As the industry's centralized voice, we promote the benefits of tax lien and tax deed sales as reliable income for municipal, county, and state budgets while steadfastly remaining dedicated to assisting in the growth and success of our members and industry partners.



**SHAPING THE FUTURE
OF THE TAX SALE INDUSTRY**



Scan to Connect

#NTLA



\$26 BILLION

UNPAID PROPERTY TAXES EACH YEAR

—WHAT'S THE SOLUTION?



—WHAT WE WILL DISCUSS

- **BENEFITS OF TAX SALES**
- **THE BUDGET SHORTFALL**
- **ROOT CAUSES**
- **IMPACT ON COMMUNITIES**
- **TAX SALES AS A SOLUTION**
- **CHALLENGES OF TAX SALES**
- **CASE STUDIES**

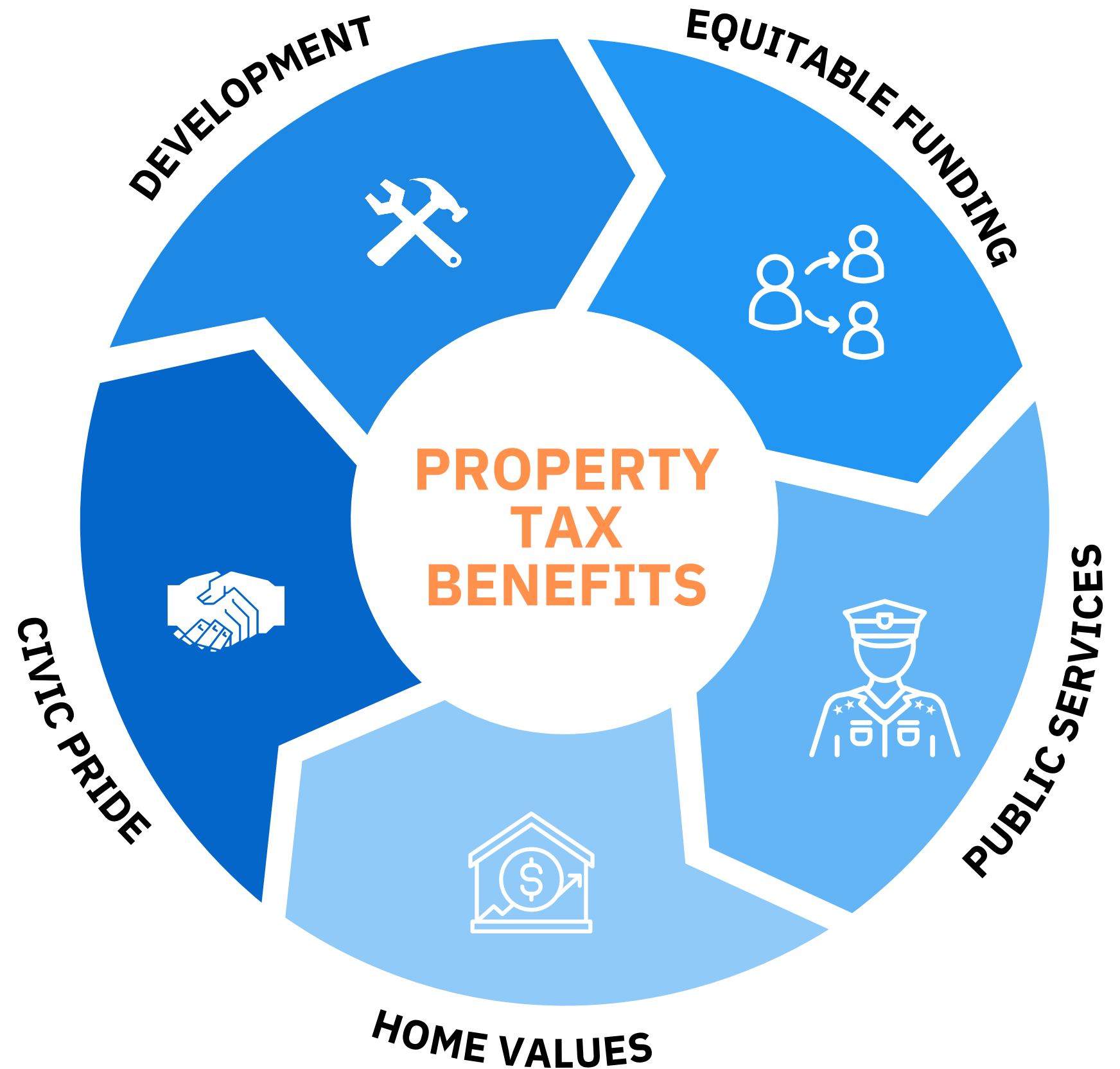


Scan to Connect

#NTLA

BENEFITS OF PROPERTY TAXES

- ✓ COMMUNITY DEVELOPMENT
- ✓ EQUITABLE FUNDING
- ✓ IMPROVED PUBLIC SERVICE
- ✓ INCREASED HOME VALUES
- ✓ SENSE OF CIVIC PRIDE



BENEFITS

OF PROPERTY TAXES

✓ COMMUNITY DEVELOPMENT

Property taxes contribute directly to local infrastructure and services, like roads, parks, and schools.

By paying property taxes, you're investing in the growth and development of your community!



BENEFITS

OF PROPERTY TAXES

✓ **EQUITABLE FUNDING**

Property taxes are based on the value of your property, ensuring a fair and equitable distribution of the tax burden.

This means everyone pays their fair share, helping to support essential public services for all residents.



BENEFITS

OF PROPERTY TAXES

✓ IMPROVED PUBLIC SERVICES

Your property tax dollars fund vital services such as police, fire departments, and public health initiatives.

These funds ensure your safety and well-being, making your neighborhood a great place to live.



BENEFITS

OF PROPERTY TAXES

✓ INCREASED HOME VALUES

Investing in your community through property taxes can lead to improved amenities, schools, and services.

This not only enhances your quality of life but can also positively impact your property's value over time.



BENEFITS

OF PROPERTY TAXES

✓ **SENSE OF CIVIC PRIDE**

Paying property taxes fosters a sense of pride and responsibility in being an active member of your community.

You're contributing to its growth and vitality, making it a place where you and your neighbors can thrive together!



COMMUNITIES SUFFER WHEN TAXES AREN'T PAID



LOST REVENUE!

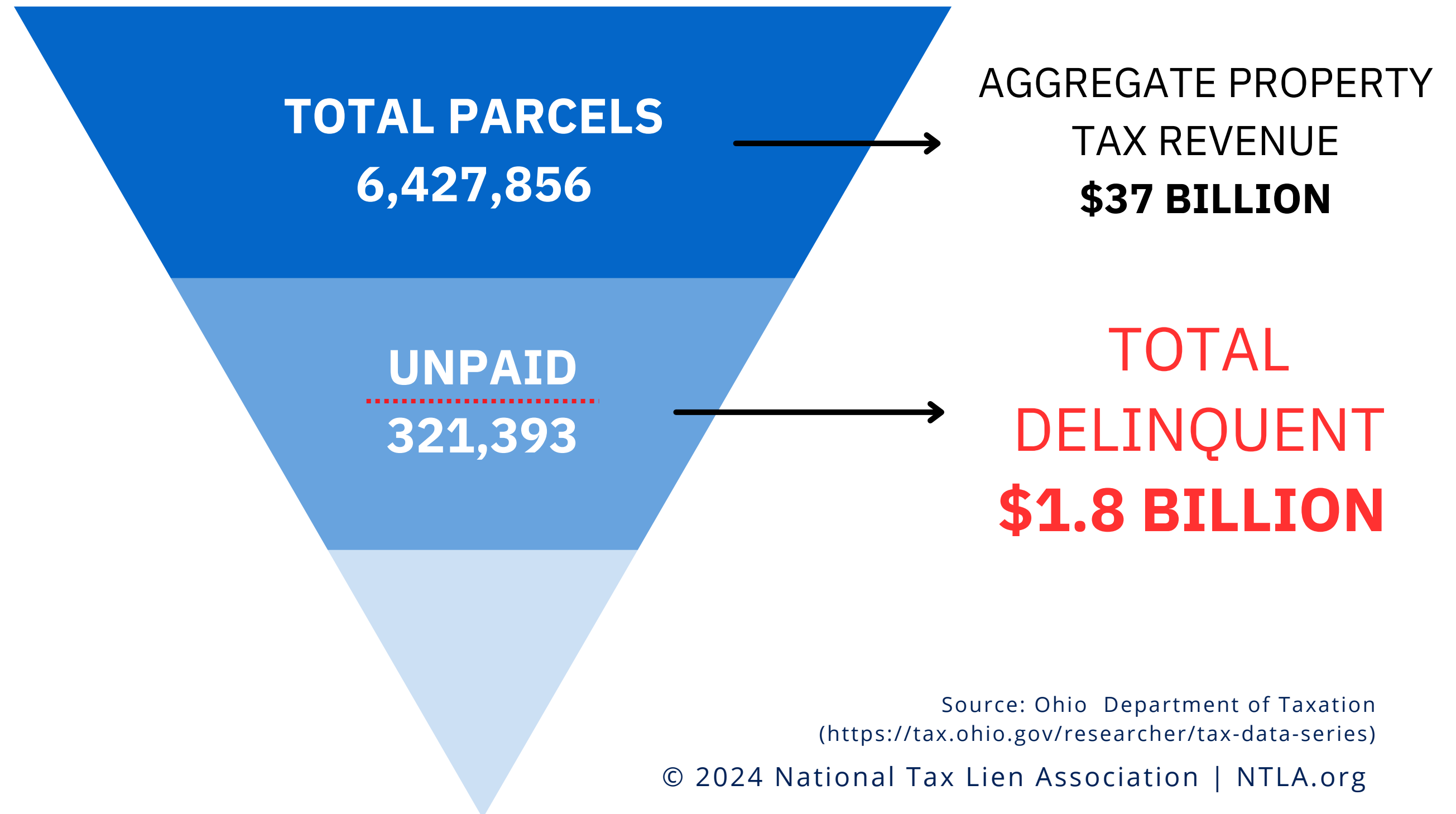


**POPULATION
11.8 MILLION**

88 COUNTIES

— “ —
Property taxes are the lifeblood of public schools and teachers, police and fire services, parks & recreation.
— ” —

2024



BUDGET SHORTFALL!



POPULATION
11.8 MIL

88 COUNTIES

PROPERTY TAX DELINQUENCY

2022 Tax / Payable 2023

OHIO'S "BIG 5"

County	2023
Cuyahoga	\$ 246 mil
Montgomery	\$ 143 mil
Lucas	\$ 123 mil
Summit	\$ 94 mil
Franklin	\$ 91 mil

Source: Ohio Department of Taxation (<https://tax.ohio.gov/researcher/tax-data-series>)

BUDGET SHORTFALL!



POPULATION
11.8 MIL

88 COUNTIES

PROPERTY TAX DELINQUENCY

2022 vs. 2023

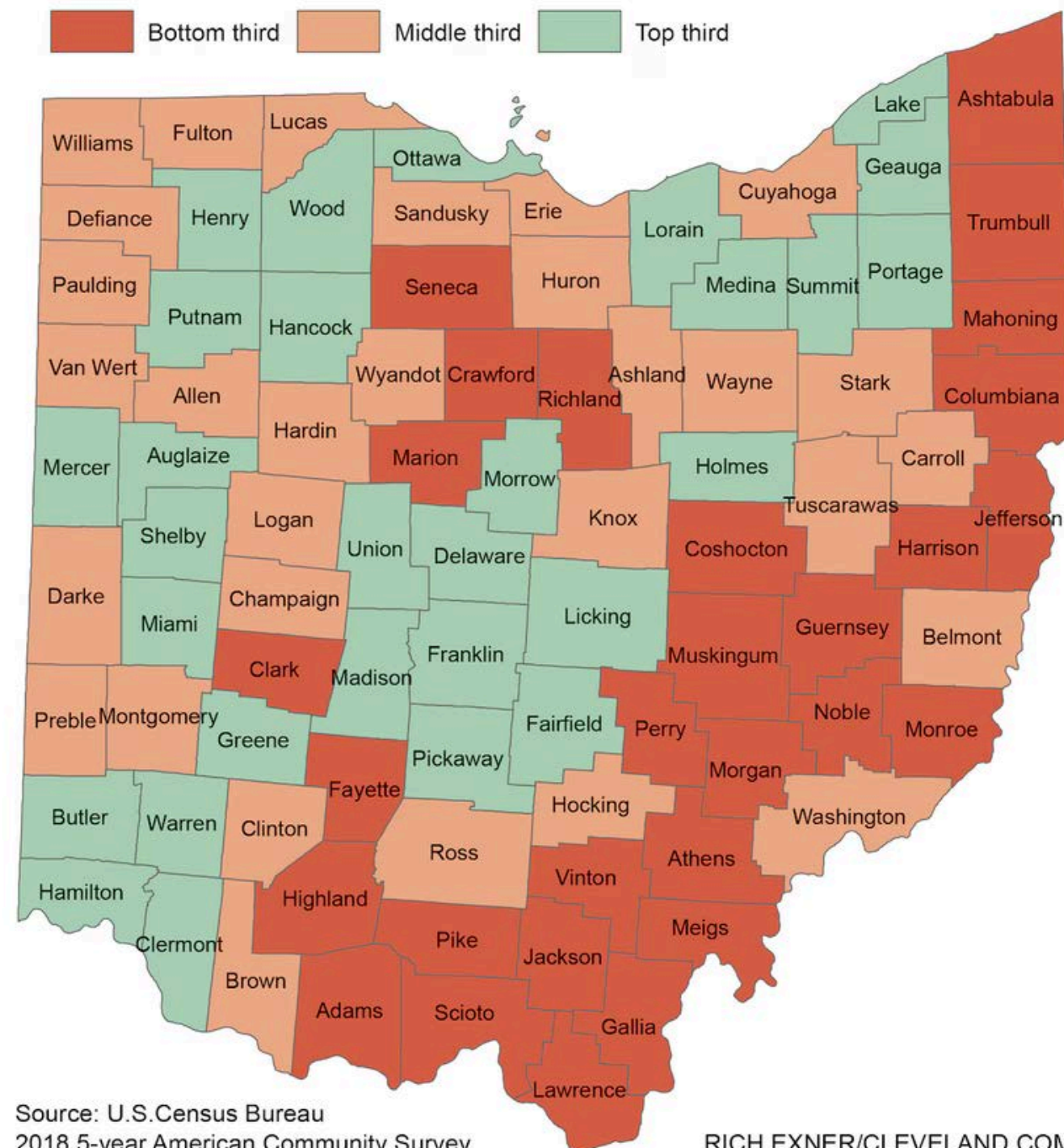
County	2022	2023
Cuyahoga	\$257 mil	\$ 246 mil
Montgomery	\$144 mil	\$ 143 mil
Lucas	\$112 mil	\$ 123 mil
Summit	\$92 mil	\$ 94 mil
Franklin	\$106 mil	\$ 91 mil

ROOT CAUSES!

REASONS FOR UNPAID PROPERTY TAXES

ECONOMIC FACTORS • FINANCIAL HARDSHIP • POLICY GAPS

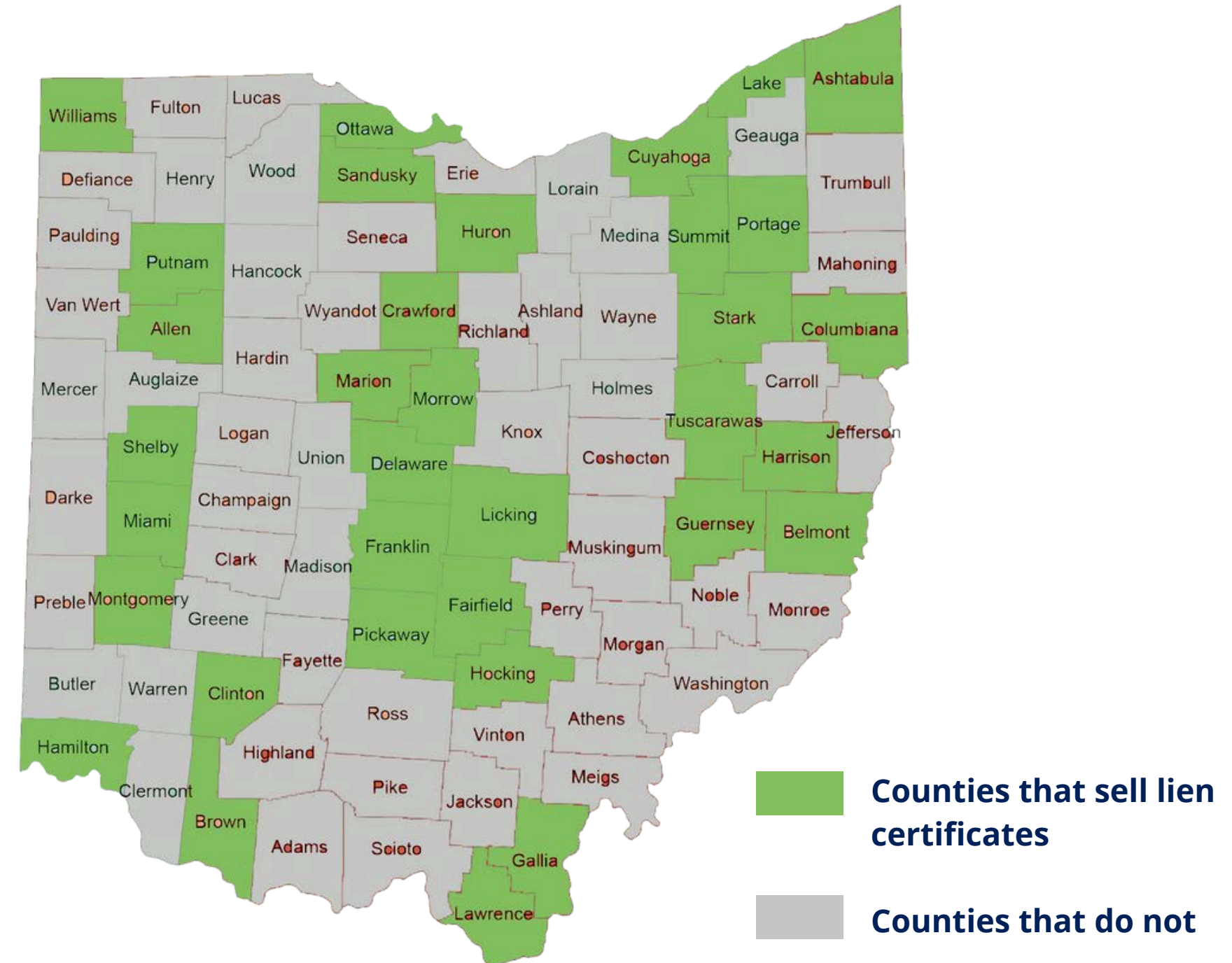
Ohio counties by median family income



Source: U.S. Census Bureau
2018 5-year American Community Survey

RICH EXNER/CLEVELAND.COM

Ohio counties that have sold tax liens





OPTIONS TO HELP HOMEOWNERS

- ✓ SAVE OUR HOMES
- ✓ TOTAL AND PERMANENT DISABILITY INCOME LIMITATIONS
- ✓ COST OF LIVING ADJUSTMENTS
- ✓ TWO ADDITIONAL HOMESTEAD EXEMPTIONS FOR PERSONS 65 AND OLDER
- ✓ NTLA FOUNDATION



The mission of the NTLA Foundation is to support owner-occupied homeowners with hardships.

The purpose of the NTLA Foundation is to provide property preservation solutions to troubled homeowners and a resource for local governments and members of the National Tax Lien Association.

ntlafoundation.org



Who do we help?

We work with the elderly, disabled veterans, active military personnel and other hardship cases who owe back taxes to avoid property tax foreclosures for owner occupants.

Who can apply for assistance?

Local governments and Members of the National Tax Lien Association are allowed to submit one (1) application per year for consideration.

Who evaluates the application?

The NTLA Foundation's Board of Directors ultimately decides who receives assistance. The NTLA Foundation committee determines the scope of assistance.



NEWS RELEASE:

EVANSVILLE, IN

NTLA Foundation Halts Property Tax Foreclosure, Saves Veteran Homeowner from Homelessness

Pryor, who has owned his home for 40 years, was reeling from the recent loss of his wife. Without immediate assistance, he was on the verge of losing the only home he has known. Thanks to the timely support from the NTLA Foundation, Pryor can now remain in his home and has filed for a homestead exemption to prevent future tax issues.

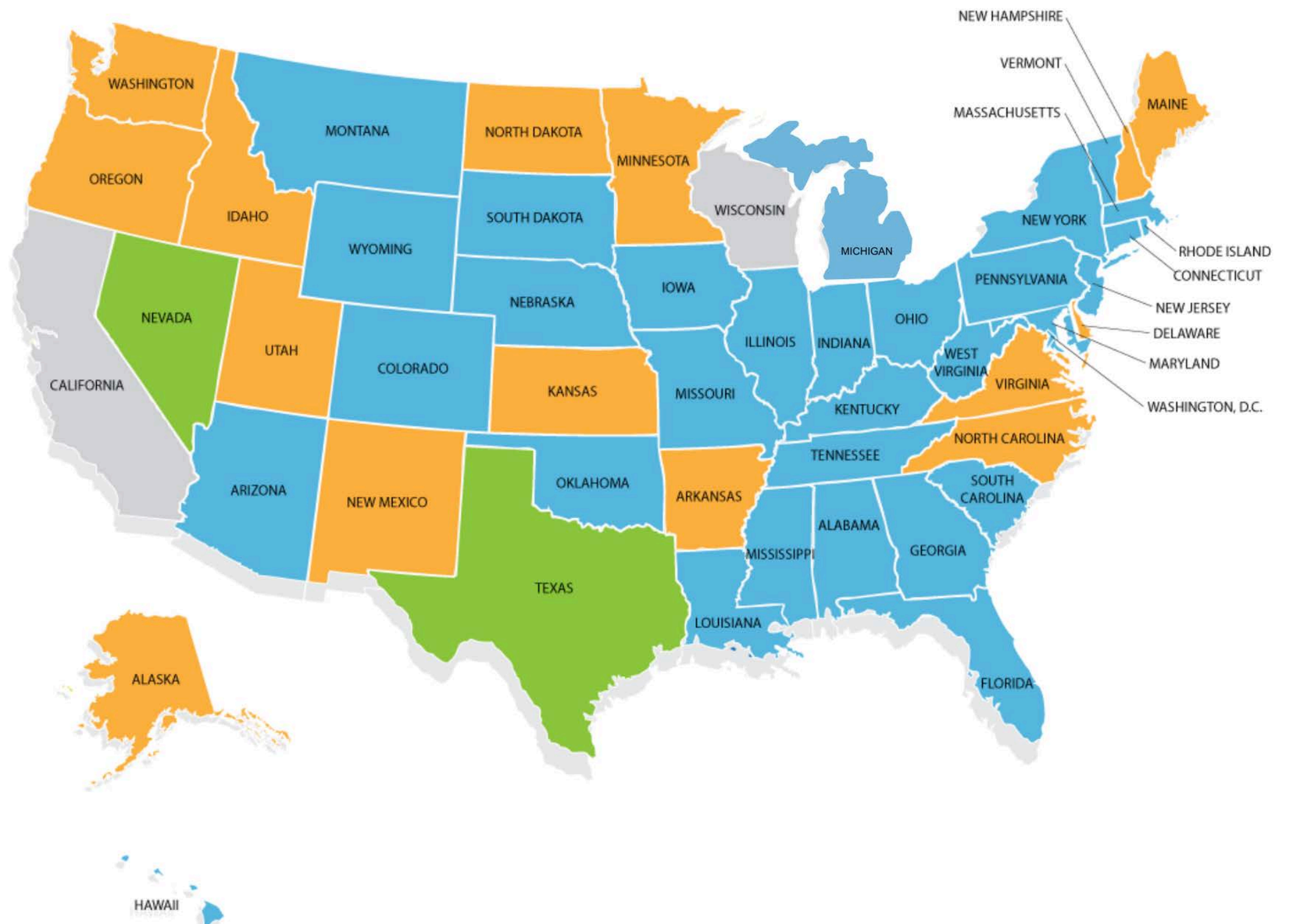


ntlafoundation.org

TAX SALES

AS A SOLUTION

STATES THAT SELL TAX LIENS



LEGEND

-  States that Sell Tax Liens
-  States that do NOT Sell Tax Liens
-  States that allow Tax Loans
-  States that have Enabling Legislation to Sell Tax Liens

TAX SALES

AS A SOLUTION

- Bid Down Interest Rate (AZ, DC, IL, FL)
- Lottery-Rotational-"1st In" Selection
(IA, MT, NE, WY)
- Bid Down Ownership Interest (LA)
- Premium Bid (non-recoverable) (AL, MS, MO, MD)
- Premium Bid (recoverable w/ or w/o interest)(IN, NJ, VT, WV)

DISPOSITION METHODS

How America Sells Delinquent Taxes

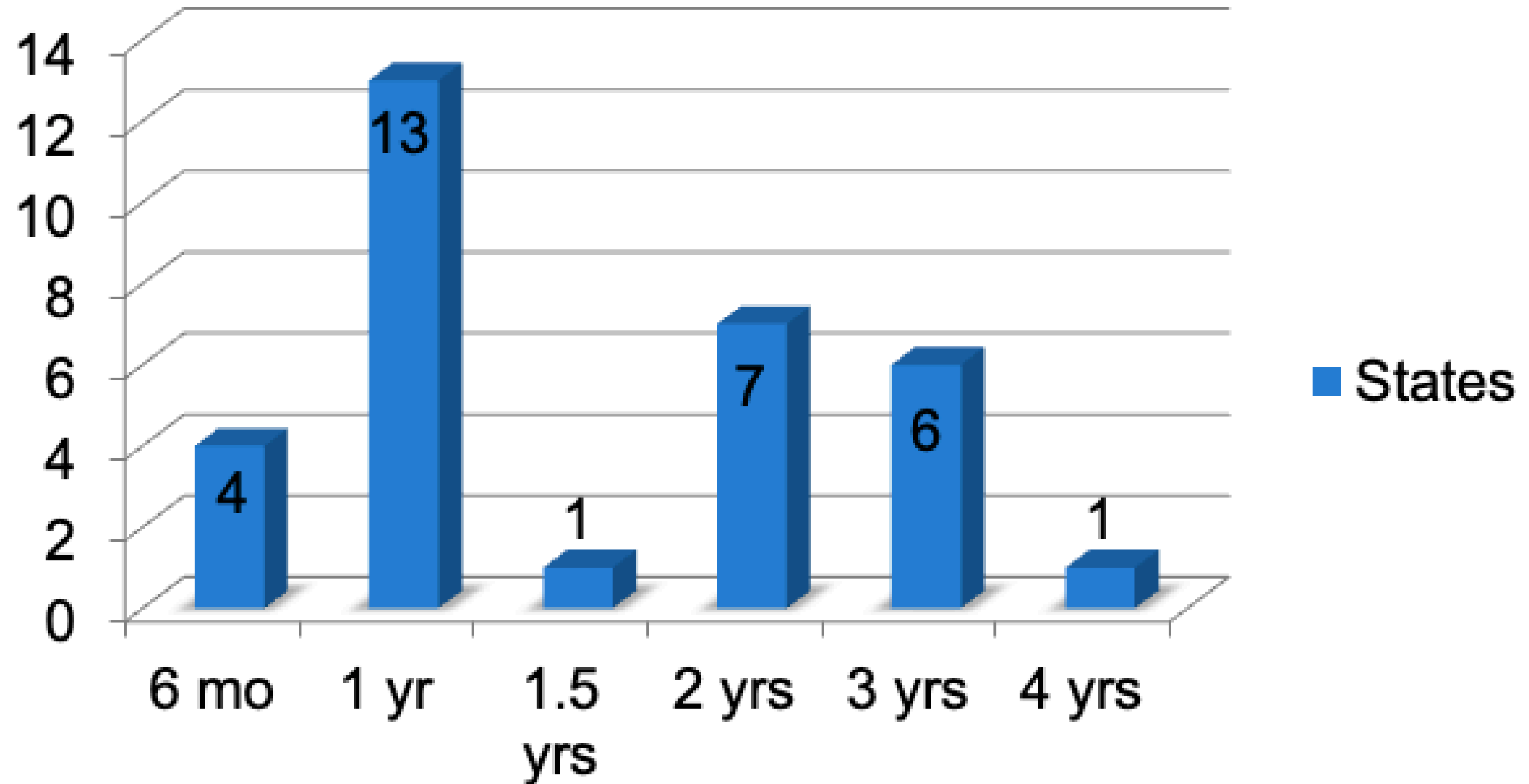
- Bulk Purchase (CT, NY, OH)
- Securitization (NYC)
- Outsourced Collections (PA)
- Lender to Taxpayer (NV, TX)

TAX SALES

AS A SOLUTION

STATUTORY REDEMPTION PERIODS

What is the most common Redemption Period?

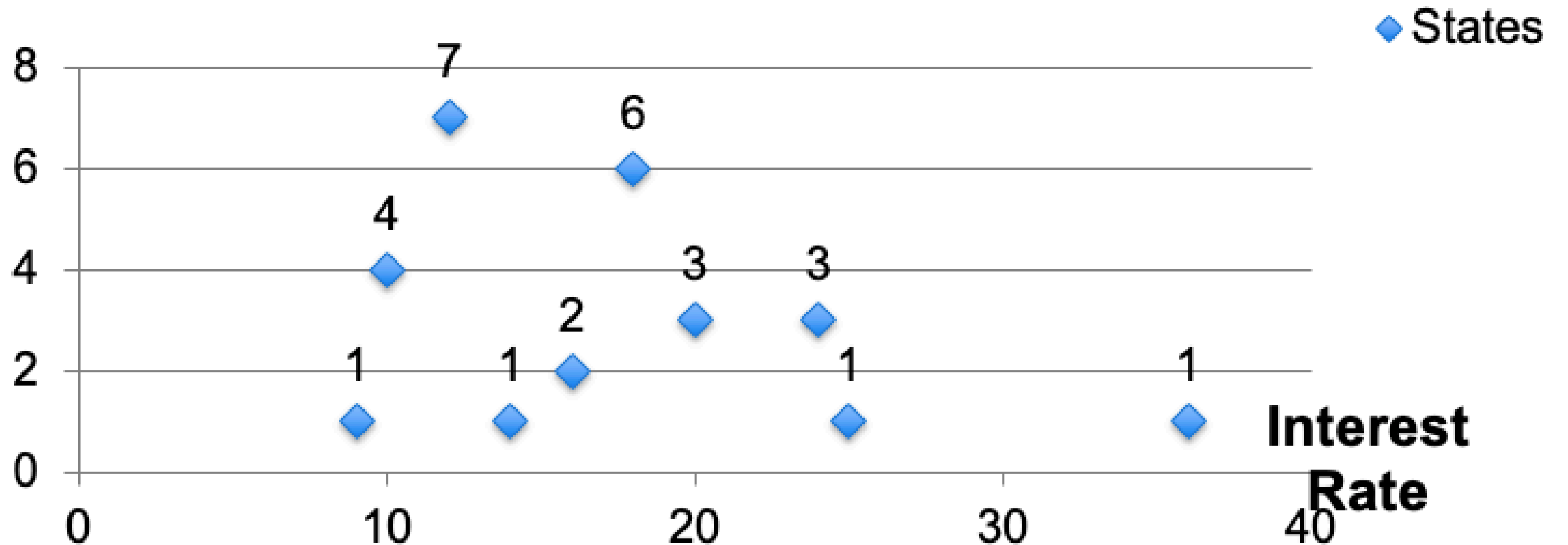


TAX SALES

AS A SOLUTION

STATUTORY INTEREST RATES

What is the range of Statutory Interest Rates?



TAX SALES

AS A SOLUTION

4 DATA POINTS

- Advertising #
- Parcel #
- Owner Name
- Lien Amount (Face Amt)

2012 TAX CERTIFICATE SALE RULES

► The Okaloosa County Tax Certificate Sale in 2012 will take place on Friday, June 1, 2012. All bids must be submitted on the Tax Collector's tax certificate auction web site, www.BidOkaloosa.com (the "web site"). Bidders will be able to submit bids at any time from May 9, 2012 through the close of the sale. The auction will consist of three batches closing at 8 AM, 10 AM and 2 PM CDT. The third batch will contain all items that did not receive bids in the prior two batches. The tax certificate sale will not end until the third batch is closed.

► All buyers must be registered and receive individual bidder numbers prior to bidding. Before bidder numbers are assigned, bidders must complete both the registration and IRS W-9 forms online at www.BidOkaloosa.com. There will be only one bidder number assigned to each Social Security number or Tax I.D. number.

► Foreign buyers must have an ITIN (a taxpayer identification number) to participate. To obtain an ITIN number foreign buyers must complete a W-7 Form and submit the form to the IRS.

► All certificates will be sold in sequential order as shown on the advertisement list published in the newspaper, and in accordance with the batch schedules appearing on the summary page of the web site.

► Bids are entered on the web site in the form of interest rates with a maximum permitted rate of 18%, a minimum of 0% and increments of 0.25% in between. The bidder submitting the lowest rate wins. Every bid submitted will be treated as a proxy bid, resulting in award to the lowest bidder. A bid for any certificate may be withdrawn by the bidder at any time prior to the time the related batch closes, which is in accordance with the batch schedules. Bidders will not be able to see competing bids prior to the close of the batch.

► The face amount of each certificate is equal to delinquent taxes plus penalties and costs, as advertised, which is the amount due for each certificate purchased.

► Unofficial results of the sale will be accessible by all registered users immediately following the close of each batch. Each winning bidder will receive an official list of certificates purchased from the Okaloosa County Tax Collector's Office which will serve as formal evidence of all certificates awarded to the bidder through the internet auction.

► The Okaloosa County Tax Collector requires that all bidders submit a deposit PRIOR to bidding in the auction. Deposits must be made electronically (ACH), in US funds through a US banking institution via the web site. Check with your banking institution for restrictions and instructions on ACH processing. Bidders will be limited to purchasing no more than 10 times the value of their submitted deposit. Winning bids by each bidder will be awarded in sequential order, until the bidder's budget is exhausted, at which point no further bids will be submitted by the system on the bidder's behalf. Deposits will be credited toward the amount due for certificate purchases. If the deposit exceeds the amount due, the balance will be refunded electronically to the depositor's bank account via ACH. Notification by email will be sent when a refund has been issued.

► Final payments due for certificate purchases must be submitted electronically via the web site no later than 5 PM CDT, on Tuesday, June 5, 2012 following the Tax Certificate Sale.

► The winning bidder's name as it appears on the W-9 page of the web site will appear the same way on the tax certificates purchased. All redemption notices and related payments will be made via ACH to the account provided at the time of registration. Subsequent changes in ACH information would need to be made through our office on the provided official ACH form. After the sale closes via the web site, ALL changes to certificate holder's information MUST be made through the Okaloosa County Tax Collector's Office, 73 Eglin Pkwy, NE Suite 111, Ft. Walton Beach, FL 32548-4458.

1	0028 220 000 0001 0100	87 8.08
DUVE RICHARD		
2	0028 220 000 0001 0200	17 320.74
SHACKELFORD MALVINCE		
3	0028 220 000 0001 0200	819.55
DUVE RICHARD		
12	002 220 000 000 014121	7,089.27
LEK LLC		
13	002 220 000 000 01412K	81.50
KELLY LOWELL S		
14	00 282 200 000 001 495 0	13,968.88
SOUTHERN ORCHIDS PLANTATION INC		
15	00 282 200 000 001 470	2,470.50
SRA OF NORTH FLORIDA LLC		
20	002 220 000 0002 1680	17,112.41
COMMONS VILLAGE WEST LTD		
24	00 28 200 000 001 477 0	4,345.43
EMERALD LTA-2, INC		
26	00 28 200 000 001 478 0	8,427.40
EMERALD LTA-1, INC		
28	00 28 220 000 002 0081	1,581.38
SRA OF NORTH FLORIDA LLC		
34	00 282 200 000 190 250	865.20
HEWERS SCARLE M		
35	0028 220 000 002 40280	10,449.89
CHUCK CLARY BANKMENT		
38	00 282 200 000 480 000	294.37
EAR DEL INC		
57	00 282 200 000 440 410	3,703.27
JERNIGAN JACK C & OLIVIA P		

TAX SALES

AS A SOLUTION

TAX LIEN DUE DILIGENCE

Large Investor – Technology Driven

LienWise - Sale Data: Palm Beach

ID	SB#	LUC Group	LUC	Description	Yr Bt	L-Val	B-Val	T-Val	HX	Cert ... Δ	Pr...	LTV	BidRate	Owner	Folio	Folio	Bid C...	Reviewer
38407		CL-7	10	VACANT C...		16,925,...	0	16,92...	N	396,473.36	1	2.34 %		SWP P...	744343...	7443431725...		
27881		SFR-3	01	SINGLE FA...	1972	10,500,...	12,043,...	22,54...	Y	404,698.57	1	1.80 %	10.75 %	LOWE ...	424345...	4243451001...	B	
29875		M-5a	03	MULTI-FAM...	1985	0	19,687,...	19,68...	N	497,233.72	1	2.53 %		RANDO...	564242...	5642422503...		
▶ 28704		SFR-3	01	SINGLE FA...	1973	22,640,...	8,140,9...	30,78...	N	565,064.58	0	1.84 %	9.00 %	CONRA...	504344...	5043441100...	Rev-Nug	CLS
9710		CL-7	68	DAIRIES/FE...	2002	7,149,4...	42,403,...	49,55...	N	713,243.82	0	1.44 %	10.75 %	GPRA T...	004245...	0042451708...	B	

Record 40121 of 40122


Selected Property Details

Still in Adv Num 28704
 Hmstd N Bult 1973 Amt 565,064.58
 Rjct
 SLUC 01 SINGLE FAMILY
 LTV 1.84 %
 B-Val 8,140,966
 L-Val 22,640,625
 T-Val 30,781,591
 M-Val 0 A-Val 30,781,591
 Ad L Yr NO not on LY Adv list
 Folio 50434411000020050
 Fol1 50434411000020050
 Fol2 50-43-44-11-00-002-0050
 Fol3
 Lat 26.64911305
 Long -80.03764756
 Legal 11-44-43, S 300 FT OF N 4011
 Filers 28704
 1-4-1070 S OCEAN BLVD

Gary R. Nikoitis, CPA Property Appraiser's Public Access System
Property Appraiser Palm Beach County

House | Block | Neighborhood | City | County

Parcel Information



Review Shortcut Help

Bid Code/Inspection Control

Skip to Next Record

Current Value Rev-Nug
 Suggested Value R

Update Bid Code to Rev-R
 Clear Bid Code
 Request Inspection
 Remove Inspection Request

Browse In Browse Out Insp. County Info

AutoLoad Preference

None Refresh Internal Browser
 Google Map
 Google Satellite
 Google Full (w/Street View)
 Bing Map
 Property Card

BENEFITS

OF TAX SALES

How **EVERYONE** Benefits

- ✓ GOVERNMENTS **BENEFIT**
- ✓ TAXPAYERS **BENEFIT**
- ✓ DELINQUENT TAXPAYERS **BENEFIT**
- ✓ INVESTORS **BENEFIT**



BENEFITS

OF TAX SALES

HOW GOVERNMENTS BENEFIT

- Receipt of immediate cash for delinquent taxes
- Certainty of cash flow to improve future budgeting
- Transfer potential liabilities for nonpayment of tax to private sector
- Increase revenues without having to raise taxes or increase public debt
- Decrease in delinquency rates



— “ —

Government tax sales recover more than \$4.3 billion annually.

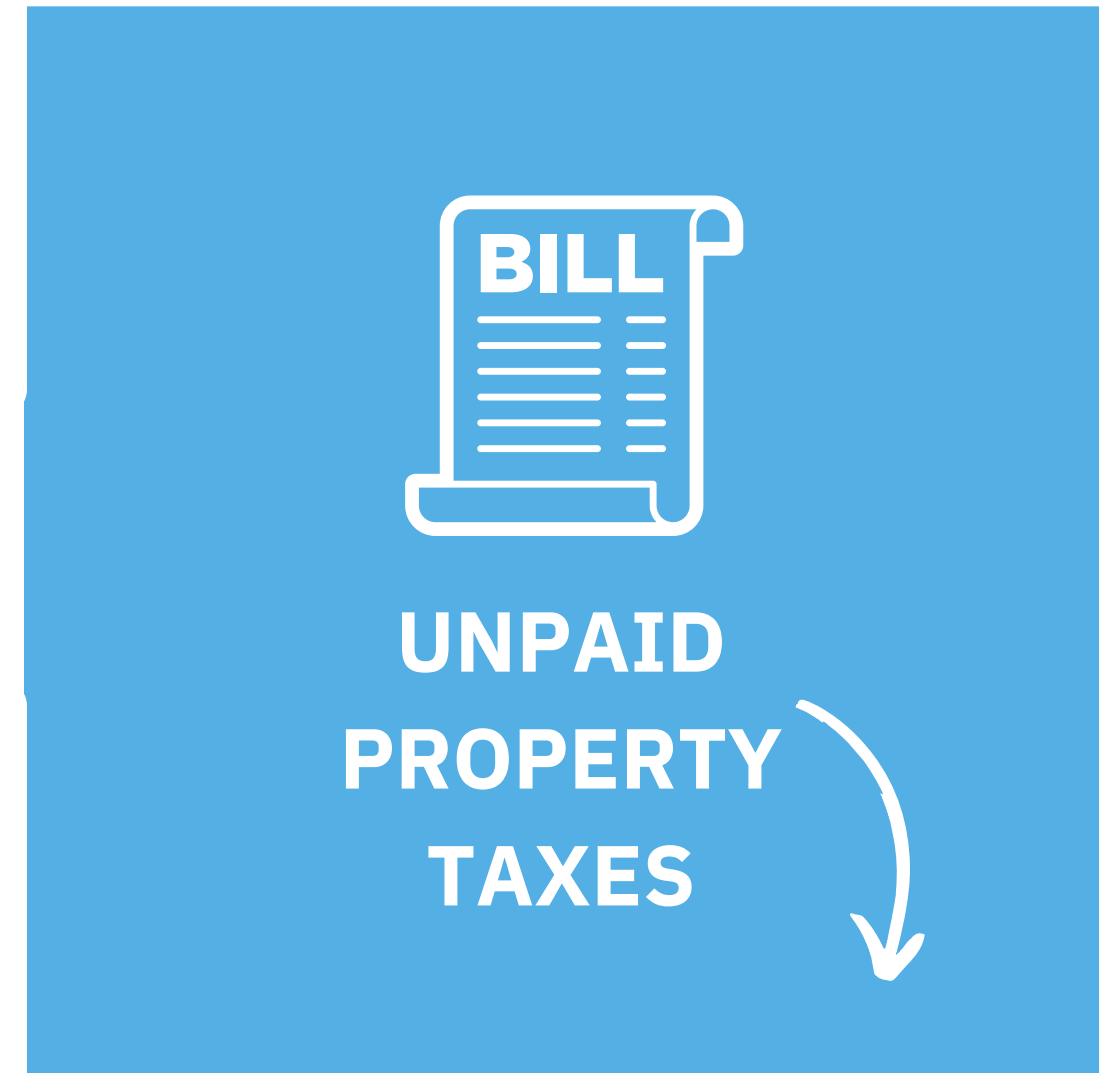
— ” —

BENEFITS

OF TAX SALES

HOW TAXPAYERS BENEFIT

- Decreased risk of future tax increases
- Reliable funding for government programs
- Assurance that everyone will pay his/her fair share
- Privatization of government functions
- Protect property values by improvement of blighted properties



— “ —

Property taxes are the lifeblood of public schools and teachers, police and fire services, parks & recreation.

— ” —

BENEFITS

OF TAX SALES

HOW DELINQUENT TAXPAYERS BENEFIT

- Redemption time period is unchanged extended
- Interest rate often less than statutory rate
- Payment plans may be established by the lien purchaser
- Statutory protections continue after lien sale
- Collection and notification procedures controlled by state statutes



— “ —
Over 99% of delinquent taxpayers eventually pay before losing their ability to retain ownership.
— ” —

BENEFITS

OF TAX SALES

HOW INVESTORS BENEFIT

- Earns interest and penalties provided by law for every month taxes are unpaid
- Investment secured by lien on real property



“
32 States sell tax certificates
to the private sector.
”

BENEFITS

OF TAX SALES



Tax Sale Investors in Jacksonville, FL Offer a Blueprint for Solving the Affordable Housing Crisis

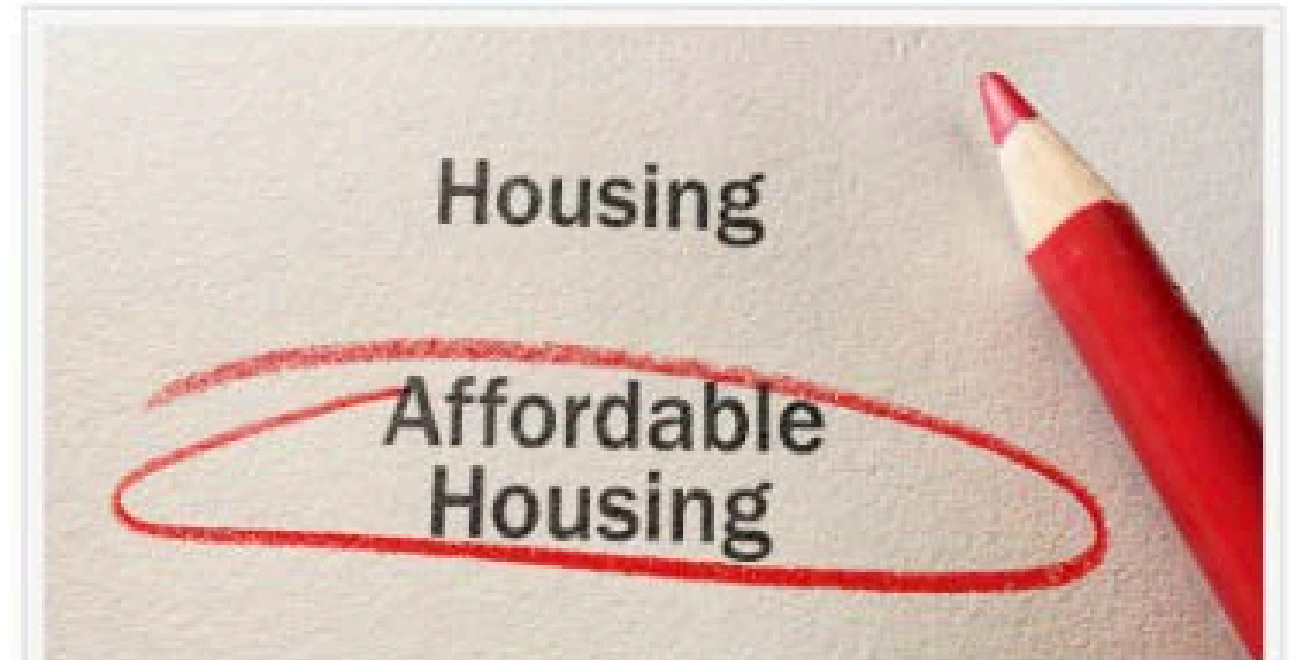
The investors refurbished more than 100 homes in Florida that now offer safe, affordable housing for residents and generate tax dollars to fund public services.

JACKSONVILLE, FL, UNITED STATES, August 15, 2023 /EINPresswire.com/ -- An ambitious project, started in 2017, identified a large number of single-family homes being auctioned off by Duval County, FL, due to delinquent taxes. Within two years, private investors acquired and rehabbed 109 of these homes, helping more than 200 families secure safe, affordable housing that subsequently generated \$1.9 million in government revenue to support public schools in the county.

“

Government tax sales recover more than \$4.3 billion annually”

National Tax Lien Association (NTLA)



Tax Sale Investor Offers Affordable Housing Solutions in Florida

“These were primarily two and three-bedroom homes in very poor condition,” explains [Stephen Seal](#), co-chair of the Tax Deed Investor Group (TDIG) which is a committee of the [National Tax Lien Association \(NTLA\)](#). “They were in lower income neighborhoods with heavy concentrations of occupants who receive some type of government subsidy.

BENEFITS

OF TAX SALES



A Foreclosure Transformed into a Family's Brighter Future

Tax Sales Investments Deliver More Than Just Financial Value

CAMDEN, NJ, UNITED STATES, July 18, 2023 /EINPresswire.com/ -- Sometimes [tax](#) sale investments add value that is measured beyond financial metrics, when life-changing benefits are conveyed to owners or their tenants. That happened, when New Jersey-based foreclosure investor Cooper Square Acquisitions (CSA), led by founder Angad Guglani, acquired a 3-bedroom, 2-bath single family home in Camden, NJ. Not only did he assist a family in avoiding potential eviction, but he discovered a skillful, hardworking member of that family, Gabrielle Bembery - who now plays an integral role in at CSA. Gabby had just graduated from college, was job hunting, and Angad invited her to join his team. Since then



National Tax Lien Association

"Investing in America's Communities"™

National Tax Lien Association (NTLA)

Gabby has already been promoted and is the highest earning member of her family.

“

It just shows that sometimes a negative situation can turn into a positive one.”

Angad Guglani

Angad was alerted to the availability of the property by FIG, member of the [National Tax Lien Association \(NTLA\)](#) and an industry partner of his that buys tax liens and deeds nationwide. As he explains, “They reach out to us when

“Treasurer Testimonial

I have NEVER executed a tax deed for an occupied home in my 23 years”



Scan to Connect

#NTLA

LINDA STATZ
Phillips County, CO





**Tax Sale
Knowledge**

**Professional
Connections**

CRUCIAL CONNECTIONS

Join the NTLA to access a vibrant community of professionals across the nation. Connections are key to your success in the tax lien and deed industry!



LEARN MORE

