



Facilitating Tax Deed Investor Closings

with Tax Deed Certification

Presented by

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Sales Executive – Clear to Sell



clear to sell



doma



A Brief Overview of Tax Deeds

- Tax deed auctions are held by the county on properties for which the taxes have not been paid for 2+ years. Winning bidders take possession of the property via a Tax Deed.
- **Why:** (The county needs revenue: schools, libraries, and public services)
- Notice given to prior owners/heirs, given opportunity to redeem before auction.
- Like other distressed properties, tax deeds carry risks. The primary concern is the **title cloud**, which allows anyone with a potential interest in the property to come forward and make a claim.
- This cloud threatens ownership, thus the property is not insurable; limiting your ability to sell and finance the property.
- Traditionally title would be cleared through a quiet title action – hiring an attorney to file a case. This can be costly and lengthy, with variable costs and timelines often 4-6 months on average.

What kinds of properties are most tax deeds?



Why didn't owners sell them?

- Lack of equity/upside
- Nuisance properties
- Passing of owner
- Incurring unwanted expenses (heirs)
- Liens

Vacant lots

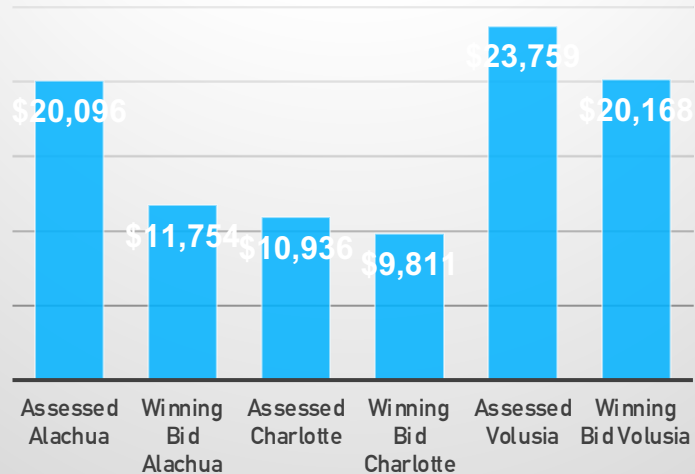
Single family homes

Condos, townhomes,
commercial,
multifamily

Why are investors drawn to tax deeds?



Average Assessed Value vs. Average Winning Bid



Number of Winners

Lee: 22/29 sales

Polk: 17/114

Highlands: 11/31

All data: September 2022

Winning bids are average 22.3% lower than assessed value as displayed (in prior years, often 30%+). Relatively low number of total bidders creates opportunities for new investors and a variety of winners, while volume investors also exist, especially in top counties with land such as Polk.



More Tax Deed Specifics

Liens: most liens do not attach (HOA, COA, handyman, mortgages), but governmental or municipal remain, but can be negotiated down, often substantially. Some governmental loans (IRS, SBA, etc. have a right of redemption period which most investors wait out prior to sale).

'Cloud' on title: There is an inherent cloud on the title due to the risk of claim of ownership from prior parties which impedes future sales/title insurance.





We team with title agents to provide solutions for tax deed clients

We have tools and resources for title agents including:

- *Cobranded marketing tools*
- *Custom client info packs*
- *Title-centric webinar content*
- *Tax Deed School educational resource (for agents and investors alike)*
- *Blog content on tax deed topics*
- *Referrals, training sessions and partnered seminars available!*



OUR PROCESS – *Tax Deed Title Certification*
Saving investors time, money, and headaches

Investors pay low flat fee

We research the noticing, title back chain, statutory processes

We perform curative action when needed, and underwriter can issue fully insurable title policy on normal terms

How does this help me, my clients, and our transaction?

Our attorney-led research method (**certification**) certifies insurable title with *no exception to the tax deed sale*

- Principal attorney Paul Krasker helped re-write the tax deed statutes for the State of Florida in 2017
- Team of experienced title researchers

Your client can proceed with a transaction as planned.

- Both sellers and buyers can use **Clear to Sell**
- We can help clients and agents regarding the need for and details about **certification**

You can close in a predictable timeframe (we certify in weeks, not months)

- Historic average certificate research completion of *25 days*
- You or your client can place orders 24/7 on our website

More about our service

Order your certificates online



Easy online payments, low upfront cost!



98% customer satisfaction rate since 2014



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