



NATIONAL ASSOCIATION
OF COUNTY TREASURERS
AND FINANCE OFFICERS

TAX LIENS IN A POST TYLER WORLD



NACCTFO

To promote excellence in
tax collection and
treasury management



WHO AM I?

Who I Am

The COO of one of the largest tax lien investors in the nation.

The logo for Pro Capital, featuring the word "Pro" in red and "Capital" in blue, with a blue wavy line underneath.

Why

Incentivizing private money to do a public good is the most efficient way to solve community problems.

What We've Done

Blight Remediation
Protecting Homeowners
Constitutional Compliance



Investing in America's Communities

What we are

A non-profit professional trade organization for the tax lien industry

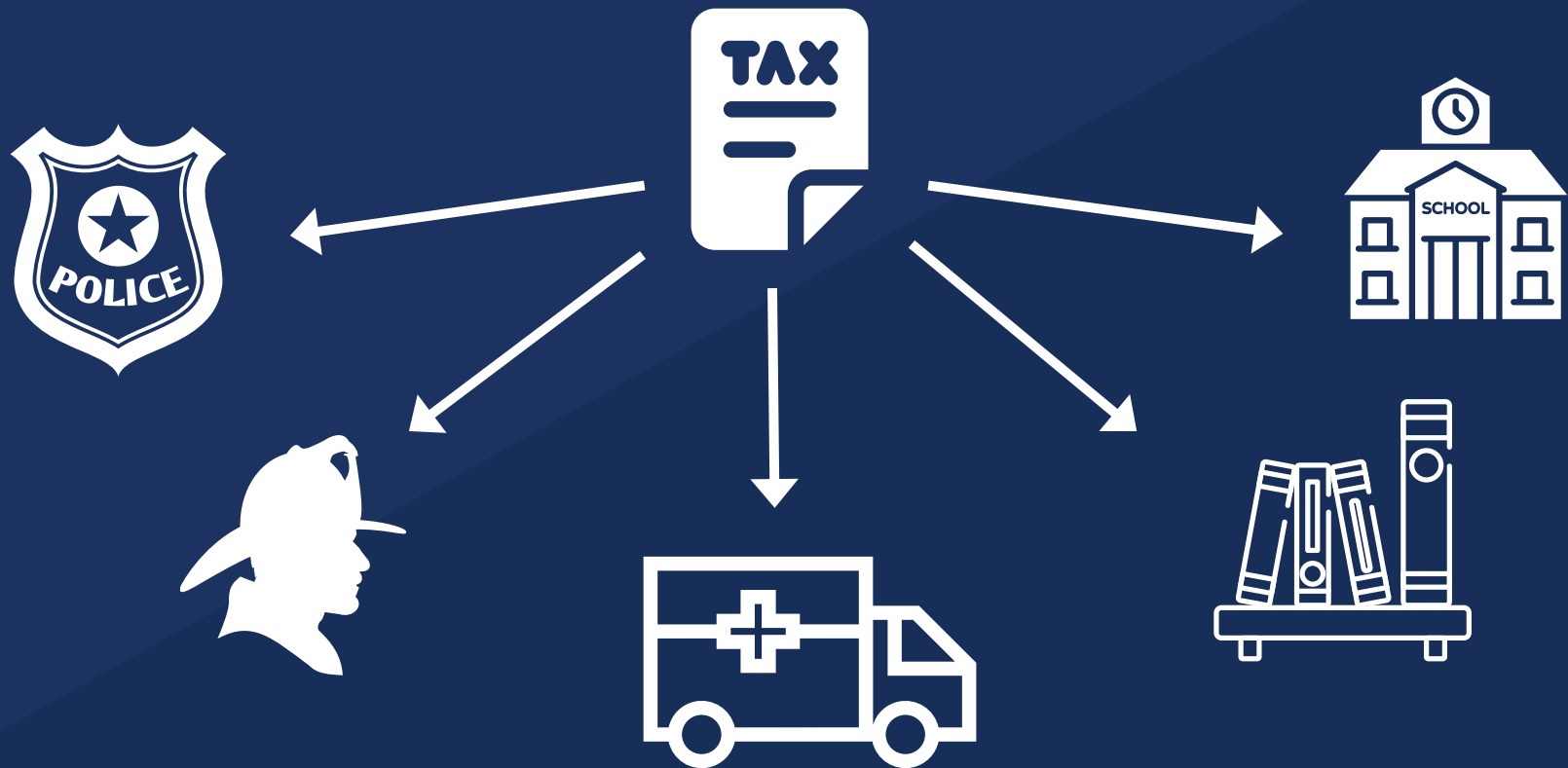
Who we are

Investors, data providers, developers, bankers

Why

to promote the benefits of tax liens to local government leaders

TAXES ARE THE FUEL THAT POWERS THE LOCAL GOVERNMENT

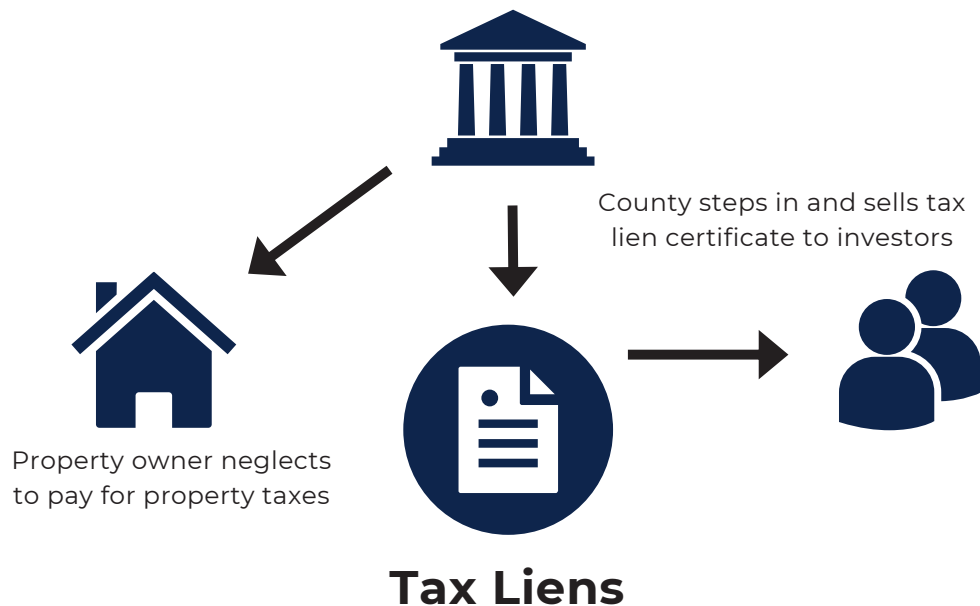


TAX LIEN BENEFITS

Prevents the impact of delinquency from spreading throughout communities



TAX LIEN MARKETPLACE



The investor is enticed by the prospect of profit and is willing to take on risk in pursuit of that profit.



TYLER

v.

HENNEPIN COUNTY



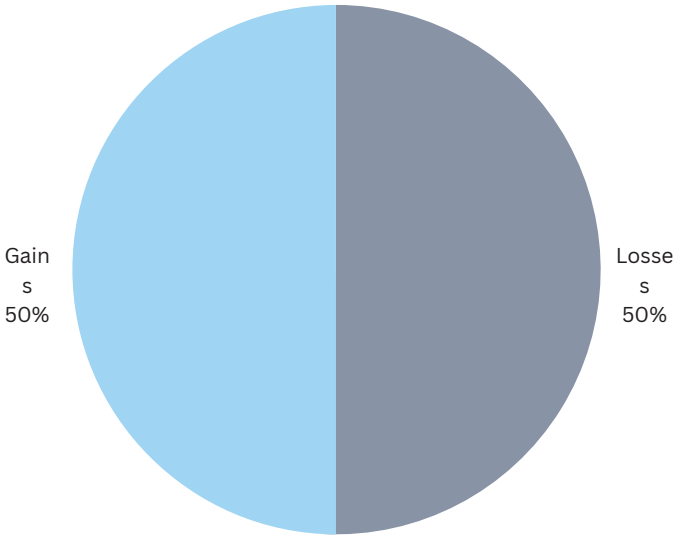
TYLER'S IMPACT

Governments can only collect what is owed and not a penny more.



TAX LIEN REO

Tax Lien REO Investments



HOLDING RISK

Tax payers should not be forced to bear the burden of delinquency if they cannot enjoy of benefits.



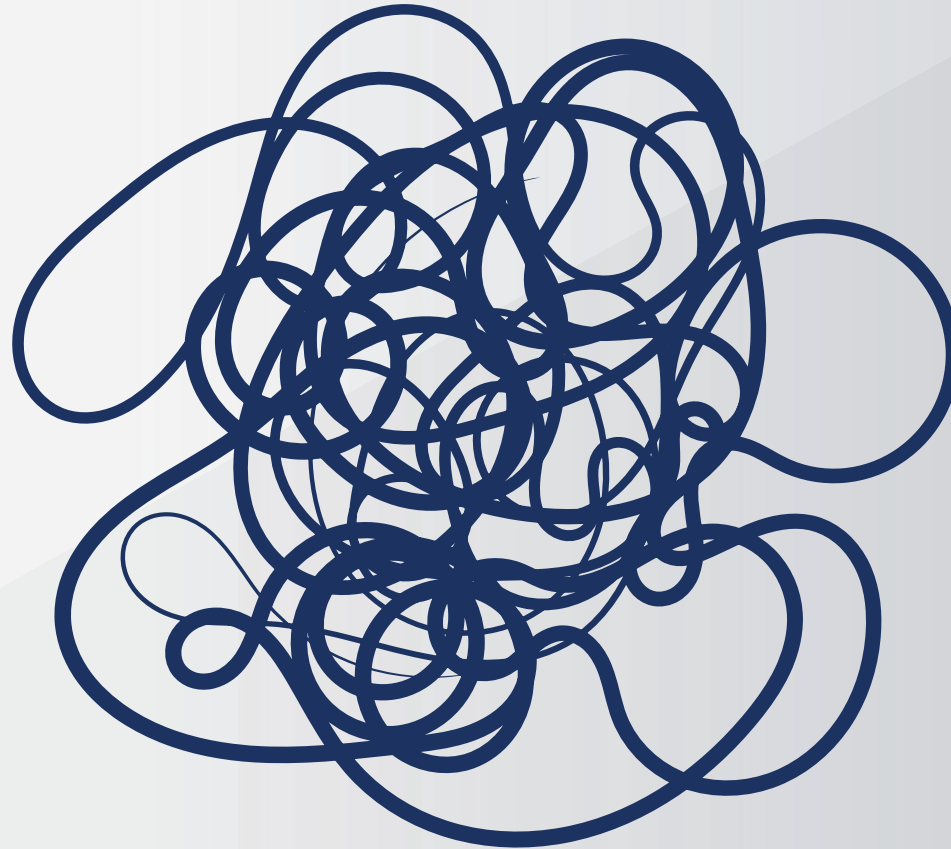
TYLER AND PRIVATE LIEN HOLDERS

Tyler makes no mention of private tax lien holders

This has been confirmed by the Pacific Legal Foundation in an only seminar they gave after the Tyler ruling came out.



TAKING TYLER TOO FAR



THE DOWNWARD SPIRAL

**Tax delinquencies create a
hole in the budget**

**Service cuts and
tax increases
trigger more tax
delinquency**



**Governments must
increase their taxes
or cut their services
to fill that hole**

THE TAX LIEN MARKETPLACE AND TYLER

The Overbid in a tax lien auction is the surplus.



SHERIFF SALES



If all tax lien foreclosures go to a sheriff sale, then tax lien investors will be made whole at best while still assuming all of the risk of an REO loss.

Tax Lien investors will stop purchasing liens with the risk of an REO loss, putting the burden back on the taxpayers.

WHAT ABOUT THE PEOPLE WHO LOST THEIR HOME?

The vast majority of tax lien foreclosures are on abandoned properties.

Of the occupied properties, the majority of those are tenant occupied.

While there are certainly some sad stories that come from tax lien foreclosures, most tax lien foreclosures are victories for the neighbors

WHAT ABOUT THE SAD STORIES? ^{o o o o}

Sheriff Sales are extremely difficult to undo. Tax lien foreclosures are easy to undo.

The deed process allows for the foreclosure to be undone when necessary

WHAT ELSE CAN BE DONE?



Communication

No one should face a foreclosure because a small delinquency.

Help those who truly deserve our help.



NEVER FORGET THE TAX PAYER

We must not shift the burden of scofflaws onto those who are already paying their fair share.





DON'T CONFUSE ANECDOTES WITH EVIDENCE

The true percentage of owner occupants who get foreclosed is statistically insignificant.



CONCLUSION

Working together,
we can make
our communities thrive



THANK YOU

