

REAL ESTATE INVESTING

Next Level Training

WEBINAR SERIES



DENMARK PROPERTIES

WWW.DENMARKPROPERTIESLLC.COM

A close-up, high-angle shot of a person's hand writing in a notebook on a wooden desk. The desk is cluttered with a laptop, a glass of iced coffee, and various papers. The lighting is warm and focused on the workspace.

**WELCOME
TO THE
WEBINAR**

Thank you for joining our NEXT LEVEL WEBINAR SERIES



HOW TO BUY TAX PROPERTIES

Email Us: DpHomeBuyer@gmail.com

LOCATING THE RIGHT PROPERTY



Research!
Research!!
Research!!!

What is a Tax Property- A Tax Property is a house where the owners have neglected to pay their property taxes for a certain amount of years.

Each State has different laws on how long the owner can go without paying their property taxes before an Investor acquires the property.

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01

BUYING TAX CERTIFICATES

What is a Tax Certificate?

A tax certificate is a lien against the property for unpaid real estate taxes. Back taxes are considered to be in certificate stage for three years in Alabama. Generally, the investor that pays the back taxes does not take possession of the property in this stage

02

BUYING TAX DEEDS


What is a Tax Deed?

A tax deed is a legal instrument that transfers absolute title to the purchaser of a property sold for non-payment of taxes usually at a tax sale, after the expiration of the redemption period.

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GATHERING OF LIST

LOCAL COURT HOUSE



Lists can usually be obtained two ways. One way is by receiving a paper copy of back taxes and the other way is electronic in the form of a CD

The CD contains the back taxes in an excel format and is the easiest version to decipher and use.

There are different softwares that can be used to breakdown the tax information

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FORTRIS TAX SALE TRAINING

Fortris is a tax sale training that teaches investors how to purchase tax properties. They have multiple products that can assist with buying tax properties.

We use Fortris to segment the Tax CD and determine which properties we are interested in targeting.



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HOW DO WE USE FORTRIS

01

We use Fortris to breakdown the CD and find all properties that are currently in tax deed status. The CD that we receive from the court house is updated only once a year. Fortris helps determine if the back taxes have been paid since the last time the CD was updated without looking at one property at a time. It also gives you the amount to purchase the tax deed for.

02

HOW DO WE TARGET PROPERTIES?

- Non Owner Occupants
- Out of State Investors
- Zip codes and Price Points
- Make sure properties are not lots

03

HOW TO SEGMENT THE MARKET

- Sort list by zip codes
- Use a Map on your Computer or Cell Phone to create the quickest routes to see the properties i.e. Google Maps or InRoute App
- Pick the most desirable zip codes to view first

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**DRIVING FOR
DOLLARS**
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THE SYSTEM



CREATE A GRADING SYSTEM

Create a grading system identifying properties, breakdown the level of repairs, and grade the area.



Area:

1. Horrible Rental Area
2. Below Average
3. Average
4. Above Average
5. Great Rental Area

Property

1. Land
2. Missing Plumbing, Electrical, Need Roof Replaced
3. Roof looks good, plumbing or electrical is missing.
4. All major parts there and working. Flooring & Paint needed only
5. Move In Ready

ACQUISITION



Review Your list on a daily basis. Make notes and highlight the best properties in the spreadsheet.



Once you have finished driving for dollars. Look at all of your top properties and make a decision on which ones you want to put an offer on.



Once requests for tax purchases are submitted then.... Be patient to hear back from the state on which properties you can execute on.



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PRESERVATION IMPROVEMENTS

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USEFUL LINKS

FORTRIS

<http://www.taksalettraining.com/>

TAX ACCESSOR

<http://eringcapture.jccal.org/caportal/>

ONLINE APPLICATION

<http://revenue.alabama.gov/property/landsales/>

INROUTE

<https://itunes.apple.com/us/app/intro-ute-route-planner-gps-navigator/id703796787?mt=8>



DENISE EVANS

<https://deniselevans.wordpress.com/>

GARY BOYD

<https://www.altaxprops.com/author/gary-boyd>

QUESTION & ANSWER



EXPRESS YOURSELF

Email Us: DpHomeBuyer@gmail.com

What's Happening Now?



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THANK YOU FOR WATCHING OUR NEXT LEVEL SERIES!

See You For Our
Next Level
Series on
August 10, 2017

*Kindly get in touch to let us
know if you have any questions.*



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