

FAQ – INVESTING IN TAX LIENS

1. **What is the date, time, and location of your tax lien sale?** Yavapai County's Tax Lien Sale will be an online Internet Certificate Auction, facilitated by RealAuction. The official auction website is <https://yavapai.arizonataxsale.com>. Please contact our office for the exact date the site will open. Bidding will commence approximately mid-January and continue until the date of the tax sale. Bidding ends at the close of each batch. The first batch opens at 8:00 a.m. MST and closes at 9 a.m. MST and subsequent batches open and close every hour, on the hour until the final batch closes at 4:00 p.m. Bids can be made on parcels within a particular batch, until that batch closes.
2. **How often do you hold tax sales?** Annually, the auction is held on the second Tuesday of February. The County-Held Tax Certificate Sale for unsold tax liens is open from March through mid-December.
3. **Does your county hold a deed sale in addition to a lien sale? If so, when and where does it take place?** Yes. Information regarding the Board of Supervisor's Deed Sale can be found on the Yavapai County website at <https://yavapaiaz.gov/bos/supervisors-property-tax-sales>.
4. **When and where will the tax sale be advertised?** It is advertised in the Daily Courier in Prescott and on our website at <https://yavapaiaz.gov/> in January.
5. **Will there be any training classes held for the Internet Auction?** For training, please visit <https://demo.arizonataxsale.com>.
6. **What type of equipment and software will I need to participate in the online Tax Lien Auction?** To participate, bidders must have access to the internet.
7. **How do I register for the tax sale?** Please register at our official auction website, where you will be assigned a bidder number. <https://yavapai.arizonataxsale.com>
8. **Do I have to re-register for the online Internet Auction if I have already registered at the Yavapai County Treasurer's office?** You will have to register at our auction website prior to bidding; however, you will keep your existing Bidder number. (Registration for new and existing bidder's must be done online.)
9. **What is the bidding process?** Bidders place a proxy bid for an interest rate. Interest rates start at 16% and are bid down in 1% increments.
10. **What is a proxy bidding?** Auction participants enter their lowest acceptable bid for a certificate. The auction system then checks all other bids and enters a bid on your behalf at 1% less than the next lowest bid (proxy bidding). The system stops entering bids when the lowest acceptable bid is reached. When a batch closes, each certificate is awarded to the participant with the lowest interest rate bid. Valid bids may be entered between 0% and 16%, in 1% increments.
11. **What happens in the case of a tie bid?** In the case of a tie bid, the winner will be selected at random by the auction software. The process used to select the random winner has been certified by an independent third party.

12. **At the Online Internet Auction, can other participants see my bids?** No.
13. **What is a batch?** The certificates being advertised are sold individually and in the order they are advertised. To make the bidding process manageable, the certificates are divided into groups called 'batches' consisting of approximately 500 certificates each. Bidding on all items in Batch 1 will end on the day of the auction at 9:00 a.m. MST. Each subsequent batch will end on the hour every hour until 4p.m. MST.
14. **How much does it cost to enter the auction?** There is no participation fee.
15. **Is there a deposit required before the sale?** Yes. A deposit is required in the amount of \$25 or 10% of the certificate face, whichever is greater; the first Monday in February, one week prior to the start of the auction. Sufficient deposits must be in place to be considered as a participant. For example: If a bidder's goal is to win \$10,000 in tax certificates, he/she must make a deposit of \$1,000 prior to the start of the auction. If the goal is one certificate for \$180, then a deposit of \$25 is required. (To manage the amount you spend on certificates, do not make a deposit that is any more than 10% of what you are willing to spend at the auction.)
16. **What type of payment requirements are needed at the sale?** ACH payments from your checking or savings account are required, by using the Payment Wizard on the auction website for deposits. The last savings or checking account used to make a deposit will be auto debited for any balance due on winning certificates the day following the auction.
If funds are not available to pay for awarded certificates by the auto debit deadline, you will forfeit the certificates, forfeit your deposit, and the County will revoke future bidding privileges.
17. **What happens if I exhaust my deposit while I still have active bids?** Any bids remaining WILL NOT be placed. To win any certificate in any batch, the minimum requirement must be met on the first Monday in February, one week BEFORE the start of the auction.
18. **What happens to leftover deposit money?** Any deposit money which is unused will be returned to the bidder within two weeks of the close of the auction. The funds will return to your checking or savings account via ACH.
19. **When does the internet tax sale end?** On the day of the auction, once the final batch has closed at 4:00 p.m. MST.
20. **How do I contact Customer Service?** For technical support or questions regarding auction procedures including registration, training, bidding, or deposits, please contact:

RealAuction Customer Service
Phone: (954) 734-7401 or (877) 361-7325
customerservice@realauction.com

For inquiries regarding tax payment or instructions on how to pay your property taxes, please contact:

Yavapai County Treasurer
Phone: (928) 771-3233
1015 Fair Street, Prescott AZ 86305
Business Hours: Weekdays 8:00 a.m. to 5:00 p.m. MST

21. **How do I get started?** Go to <https://yavapai.arizonataxsale.com> and click "Register". The step-by-step wizard will guide you through the registration process. Once you register, you will be registered for all Arizona online auctions facilitated by RealAuction.
22. **What type of document is issued for certificates?** In 1994, legislation was passed into law that allows county treasurers to electronically register tax lien certificates of purchase. The certificates are "paperless". When auction results are finalized, the electronic certificate numbers will be made available on the auction site, under 'Auction Summary'. To view winning certificates and the certificate numbers, click on 'View my Awarded Certificates'.
23. **Are there any other expenses in addition to the cost of the lien?** Yes. There is a \$10.00 non-refundable processing fee per parcel, per tax year. (See ARS 42-18153)
24. **When a tax lien redeems, from what date does interest accrue?** Interest will accrue beginning with the first day of the month following the date of purchase.
25. **When can the foreclosure process begin?** A Judicial Foreclosure through the courts is necessary to obtain title to the property. A lien holder can start foreclosure proceedings three years from the date taxes originally went to sale; and a subsequent lien holder on the same parcel can start foreclosure three years from the date the subsequent taxes went to sale. We recommend hiring an attorney and going through the court system. We do not know the cost or time involved.
26. **What happens to the liens that are not sold at the Annual Tax Lien Auction?** Once the auction has concluded, the sale will be closed to any further purchases until completely processed. Once processed, all remaining parcels will be available online at the County-Held Tax Certificate Sale. You must be a registered bidder to purchase tax liens. To register go to <https://yavapai.arizonataxsale.com>.
27. **Do you allow investors to invest in Tax Lien Certificates via mail?** No. All purchases are handled through our online vendor, RealAuction.
28. **Would you please forward me a copy of the statutes regarding tax sales in your jurisdiction?** The information pertaining to collection of property taxes, sale of tax liens, judicial foreclosures, etc. can be found in the Arizona Revised Statutes under Title 42, Chapter 18. You can find the statutes online at <https://www.azleg.gov/arstitle/>.