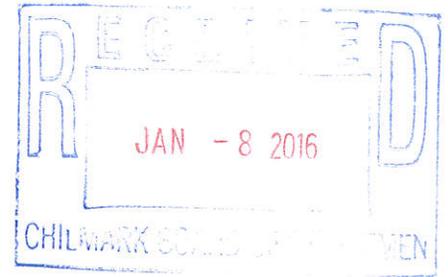


Ⓒ TALLAGE

January 6, 2016

Board of Selectmen
Town of Chilmark
PO Box 119
Chilmark MA 02525



Re: MMA Annual Meeting

Dear Members of the Board of Selectmen:

The 2016 MMA Annual Meeting is just a couple of weeks away on January 22nd and January 23rd. Tallage will once again have a booth at the Trade Show and we are looking forward to meeting with municipal officials from across the Commonwealth to discuss how cities and towns can eliminate or at least reduce their property tax receivables at no cost.

It has been a busy time with regards to tax title sales. The following communities have had tax title sales recently and brought in millions of dollars of revenues from delinquent property taxes under MGL. Ch 60 Section 52.

Braintree, Brockton, Dartmouth, Easton, Fitchburg, Holyoke, Hopedale, Lowell, Mendon, Millis, Orange, Paxton, Pittsfield, Quincy, Sharon, Somerset, Spencer, Sterling, Sutton, Swansea, Templeton, Uxbridge, Ware, Warren, Westfield, Westport, West Springfield, Weymouth, Worcester & Yarmouth.

You may not know that municipalities can assign tax titles even if they have already been filed by your attorneys in Land Court. Under G.L. c. 60, §52, municipalities can sell their tax liens at any time before the right of redemption is foreclosed. The assignee (purchaser) steps into the shoes of the municipality, and assumes all of the municipality's rights and obligations under the law. The enclosed brochure explains how these auctions work, and how they can be an effective tax collection tool for cities and towns, eliminating the need to chase down delinquent taxpayers and initiate costly litigation.

Please stop by **Booth #1128** at the Trade Show and say hello, or if you'd like to schedule a meeting, please contact me at Bill.Cowin@TallageLLC.com or 617-543-7214.

Yours truly,

William P. Cowin
Managing Member
Tallage

Ⓒ TALLAGE · 165 Tremont Street, Suite 305, Boston, MA 02111



TALLAGE

A Massachusetts Municipal Tax Lien
Investment Company

SETTING UP A TAX TITLE ASSIGNMENT SALE AUCTION M.G.L. c. 60, §52

<i>Date</i>	<i>Action Item</i>
One Month Prior to Auction	<ul style="list-style-type: none"> ✓ Develop list of tax titles the municipality wants to sell; ✓ Calculate tax title account balances through the date of the auction; ✓ Develop protocols, rules and forms for auction (see reverse side)
14 Days Before Auction*	<ul style="list-style-type: none"> ✓ Advertise auction in newspaper of general circulation once, listing all tax liens for sale; ✓ Post notice in at least two public places.
10 Days Before Auction*	<ul style="list-style-type: none"> ✓ Send pre-auction notification to all owners of affected properties
1 Day Before Auction	<ul style="list-style-type: none"> ✓ Generate revised list of tax liens for sale after pre-auction payoffs
After Auction	<ul style="list-style-type: none"> ✓ Collect deposit(s) from winning bidder(s); ✓ Prepare Assignment forms for winning bidder(s); ✓ Exchange Assignment forms for full payments.

*Statutory Minimum Requirement

Statutory Rules and Restrictions

- Tax liens may be sold individually or in bundles. The minimum bid must be the redemption payoff amount as of the auction date including all fees (legal, publication, recording, etc.).
- Property owners and parties-in-interest may still redeem after an assignment, up and until a foreclosure judgment has entered. Owners may redeem by paying the municipal treasurer up and until a foreclosure complaint has been filed in Land Court; after that, all redemptions must be processed through the assignee (winning bidder).
- The redemption price is the same as if the municipality still held the lien; assignees may not allocate any premiums paid at auction to the redemption amount.
- Assignees assume the same rights and obligations of the municipality in the administration of tax titles under Mass. General Laws Chapter 60.
- Assignees may "sell back" any defective tax title liens to the municipality with interest.

Assignment Auction Practice Tips

- Develop auction list well in advance of the auction and give prospective purchasers an opportunity to review the list and provide comment before finalizing the list for public notice. Municipal tax title inventories often have liens that are invalid due to assessment errors, or mistakes made in the tax taking. Many errors are capable of being fixed before the auction. Those liens that cannot be fixed should be taken off the list. A pre-auction comment period also