



OFFICE OF  
**SHELBY COUNTY TRUSTEE**

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**FOR IMMEDIATE RELEASE**

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**SHELBY COUNTY TAX SALES BOOST REVENUE BY 18 PERCENT**

*Increase in Revenue Due to Online Format; Drawing Competition from More Bidders*

MEMPHIS, Tenn. – After holding its fourth tax sale auction for the 2015-2016 fiscal year, Shelby County Government has seen significant growth in the number of bidders, properties sold and revenue generated for the county as a result of its online tax sales. Compared to last year, the overall tax sale revenue collected for this year went up 18 percent, totaling \$607,695.

"We are extremely pleased with the increasing success of our online tax sales," said Shelby County Trustee David Lenoir. "By modernizing the process, we are generating financially lucrative results. This type of technology shows that we are moving Shelby County forward, expanding the pool of bidders and putting more properties in the hands of responsible owners."

The third online sale was held June 22-24, via [www.CivicSource.com](http://www.CivicSource.com), and collected \$892,229 in revenue. Over 60 people placed bids to purchase tax titles for 70 of the 263 available properties. Perhaps more importantly, the Trustee's Office collected the majority of taxes owed even before the virtual gavel signaled the opening of the online bidding. Delinquent accounts totaling more than \$ 1.7 million paid out of the tax sale in the weeks leading up to the auction. Over 70 percent of the winning bidders were from Tennessee and the highest bid in the auction was 139 Madison which sold for \$95,100.00.

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TAX SALE/2

Shelby County moved its tax sale to an online format in January and is the first in the state to use this technology.

The redemptive period for each property varies based on the number of years of delinquency, viewable on each property's detail page at [CivicSource.com](http://CivicSource.com). Free registration and a list of properties are also available at [CivicSource.com](http://CivicSource.com).

Additional questions can be directed to the Shelby County Trustee, at (901) 222-0200, or the Chancery Court Clerk & Master's office at (901) 222-3900.

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