

STATE CHART SPECIAL RULES & ACCEPTANCE DATES

Please review this chart of acceptable states to work the Panning for Hidden Surplus Funds Program. This chart will let you know which states are judicial vs non-judicial (*Please review the ebook for differences between the 2 types of sales*), and will tell you what the max acceptable date you can submit files from the sales or foreclosure deed recordation date. We will include a special notes section for certain states.

ACCEPTABLE STATES	WHO CONDUCTS THE SALE	TYPE	SPECIAL NOTES	MAX ACCEPTABLE DATE
AL	ATTORNEY/TRUSTEE	NON-JUDICIAL	Alabama law allows a borrower to “redeem” (buy back) their property after the foreclosure sale. The borrower can redeem the property by paying the full balance of the loan plus interest, taxes, and insurance premiums within 1 year from the sale	4 MONTHS
CA	ATTORNEY/TRUSTEE	NON-JUDICIAL	Can access most county sale information with ForeclosureRadar as shown in the ebook example as well as upcoming sales with auction.com	3 MONTHS
GA	ATTORNEY/TRUSTEE	NON-JUDICIAL	Sales are held once a month. GA uses gsccca.org to access online official records (deeds & mortgages) search. It costs \$25/month.	5 MONTHS
IN	SHERIFF	JUDICIAL	Clerks Return of Sale/Return on Order of Sale Document notes the dispersion and the surplus held. You should be able to locate this online in the county records or case history.	4 MONTHS
LA	SHERIFF	JUDICIAL	Louisiana is the only state to have parishes instead counties. Most parishes charge a fee to view online records (deeds and mortgages). In Louisiana, we require the ‘ACT OF SALE’ document that	4 MONTHS

			shows the list of charges. We will not accept min bid or writ amount, we need to see the list of charges. The surplus amount will be stated as 'Registry of Court'. Include this copy and use this as the surplus amount. Do not estimate in this state, use the list of charges. For the opening bid for the worksheet, you can use proceeds to attorney plus all other fees stated on the charges document. See APPENDIX A – LOUISIANA EXAMPLE , at the end of this document for an example case.	
MD	ATTORNEY/TRUSTEE OR COURT	BOTH		5 MONTHS
MI	ATTORNEY/TRUSTEE	NON-JUDICIAL	Following foreclosure sale, the post-sale redemption period is: six months, if you owed more than two-thirds of the original loan amount, or one year, if you owed less than two-thirds of the original loan amount.	4 MONTHS
MN	ATTORNEY/TRUSTEE	NON-JUDICIAL		4 MONTHS
MO	ATTORNEY/TRUSTEE	NON-JUDICIAL		4 MONTHS
MS	ATTORNEY/TRUSTEE	NON-JUDICIAL		4 MONTHS
NC	TRUSTEE/COUNTY	NON-JUDICIAL	NC uses a 10-day upset bid which can prolong the sale weeks, months or longer. Very important to keep track of sales and periodically check back to see if it sold. This is the only state that does this for mortgage foreclosure sales.	8 MONTHS
NE	ATTORNEY/TRUSTEE	NON-JUDICIAL	State also has judicial sale, though not common	4 MONTHS

			You can access select NJ Counties on the Sales Web site. https://salesweb.civilview.com/ See APPENDIX C – NEW JERSEY EXAMPLE , at the end of this document for an example case.	
NJ	SHERIFF	JUDICIAL		4 MONTHS
NM	SHERIFF	JUDICIAL	State also has non-judicial sale, though not common	4 MONTHS
NV	ATTORNEY/TRUSTEE	NON-JUDICIAL	Some counties do not have access to online mortgage records.	4 MONTHS
OK	SHERIFF	JUDICIAL	We are only taking Oklahoma files if the total debt plus fees is noted on the Sheriff's Deed. You cannot use the petition as it is out of date, as it shows a default amount that is 2-4 years old. Sheriff's deed lists the total debt as well as all other fees. You must add all stated fees up and use as the 'FORECLOSING DEBT AMOUNT' on the worksheet. See APPENDIX B – OKLAHOMA EXAMPLE below to see how to work files and factor fees in OK.	4 MONTHS
OR	ATTORNEY/TRUSTEE	NON-JUDICIAL		4 MONTHS
PA	SHERIFF	JUDICIAL	30-40 days post auction the Sheriff will deliver deed (foreclosure deed) to buyer at auction and post the distribution doc including excess funds.	5 MONTHS
SC	COUNTY COURT	JUDICIAL	Sales report or Report of sale, this is the breakdown of the accounting and will let you know the surplus funds. This sometimes can be found online instead of estimating. See example file #2. In SC, the Master-in-Equity hears foreclosure cases.	5 MONTHS
TN	ATTORNEY/TRUSTEE	NON-JUDICIAL		5 MONTHS

TX	ATTORNEY/TRUSTEE	NON-JUDICIAL	6 MONTHS
UT	ATTORNEY/TRUSTEE	NON-JUDICIAL	5 MONTHS
VA	ATTORNEY/TRUSTEE	NON-JUDICIAL	4 MONTHS
WA	ATTORNEY/TRUSTEE	NON-JUDICIAL	4 MONTHS

APPENDIX A – LOUISIANA EXAMPLE

ACT OF SALE & CANCELLATION
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NO. (17) 691021

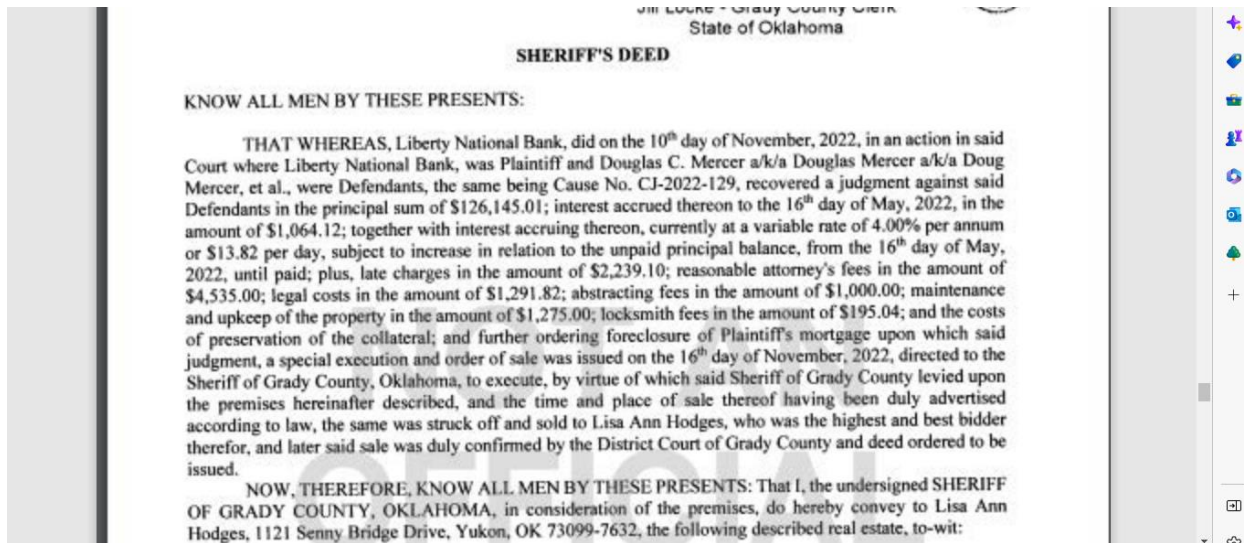
I then offered the property for sale, and adjudicated the property to BRANDY & STEPHEN LOUPE, 3128 ORLEANS QUARTERS DRIVE, BRUSLY, LA 70719, , for the last and highest bid of 277,000.00 at 10:13:00 am.

The purchaser complied with the bid by paying 277,000.00 in cash, the attorney for the plaintiff was paid 155,661.59, as a credit to the claim, and the Sheriff retained 121,338.41, the amount of costs herein, which I have disbursed as follows:

CHARGES	
East Baton Rouge Parish Clerk Fees	\$ 1,999.42
Sheriff Fees	\$ 1,188.44
Sheriff Commission	\$ 8,310.00
Advertising Fees	\$ 1,867.86
Appraiser Fees	\$ 1,300.00
Storage Fees	\$ 0.00
Towing Fees	\$ 0.00
Out of Parish Sheriff Fees	\$ 0.00
Out of Parish Clerk Fees	\$ 0.00
Office of Motor Vehicle	\$ 0.00
Proceeds to Attorney	\$ 155,661.59
Registry of Court	\$ 104,768.44
Taxes	\$ 1,904.25
Misc	\$ 0.00
Amount Refunded	\$ 0.00
<u>Total Costs</u>	<u>\$ 121,338.41</u>

This example, the sales price at auction is \$277,000. The Foreclosure Debt is 172,231.56. The Surplus is \$104, 768.44 as noted on the REGISTRY OF COURT line. This is how we will accept Louisiana Files going forward. We understand the ebook example say writ amount is okay, unfortunately that information is incorrect.

APPENDIX B – OKLAHOMA EXAMPLE



Please add up unpaid balance plus all fees.

Amount owed - \$126,145.01

Accrued Interest \$13.82 per day from May 16, 2022 to the sale date of January 8, 2023 (237 days x 13.82 = \$3,275.34)

Late Fees - \$2,239.10

Attorney Fees - \$4,535.00

Legal Costs - \$1,291.82

Abstract Fees - \$1,000.00

Maintenance and upkeep fees - \$1,275.00

Locksmith Fees - \$195.04

TOTAL FORECLOSURE FEES – \$139,954.31

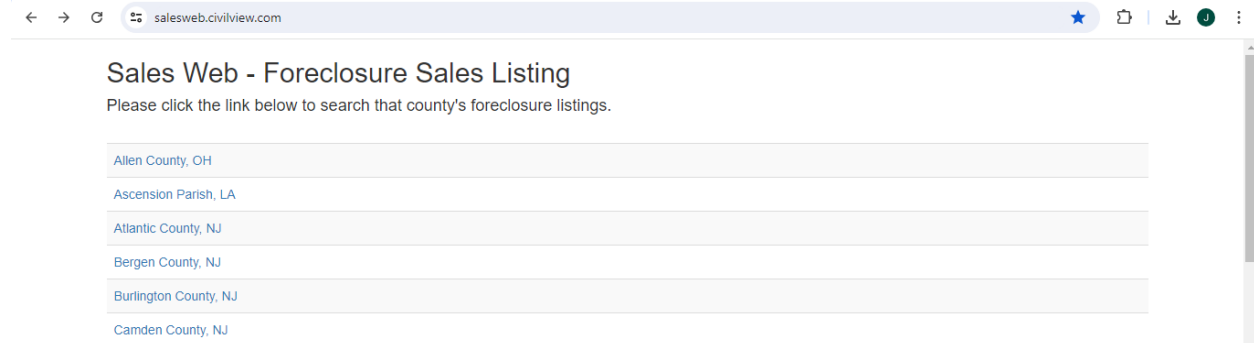
This amount goes in the 'FORECLOSING DEBT AMOUNT' line on page 1 of the worksheet.

In this example the property sold for \$186,000 and the Debt was \$139,954.31. This would make the surplus amount \$46,045.69, This is how to work Oklahoma Panning files.

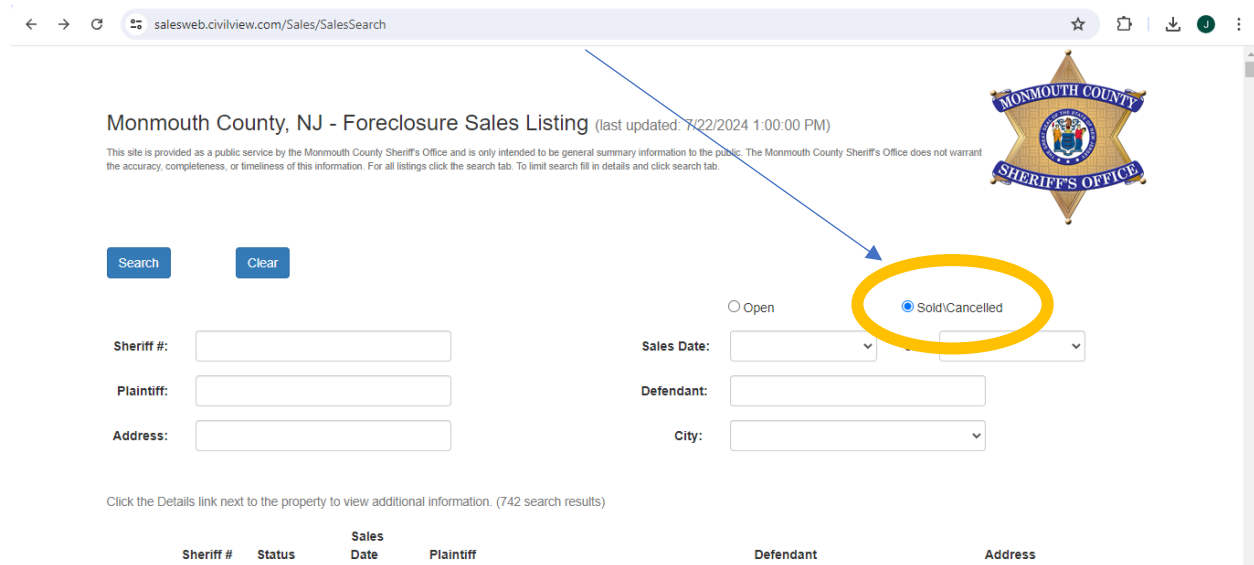
NOTE - We are only taking Oklahoma files if the total debt plus fees is noted on the Sheriff's Deed. You cannot use the petition as it is out of date, as it shows a default amount that is 2-4 years old.

APPENDIX C – NEW JERSEY EXAMPLE

You can access select NJ Counties on the Sales Web site. - <https://salesweb.civilview.com/>



Select a county to work. You can access sold properties as well.



Look for properties that sold to a 3rd party bidder and click for more details. Some counties may not show this, you will have to check them individually.

	Sheriff #	Status	Sales Date	Plaintiff	Defendant	Address
Details	FOR-24000108	Settled	7/11/2024	Wilmington Trust, National Association, not in its individual capacity, but solely as Trustee of MFRA Trust 2014-2	Jeremy Charles et al.	735 Hulses Corner Road Howell NJ 07731
Details	FOR-24001183	Reinstated	7/11/2024	Bank of America, N.A.	Kevin G. Cox, et als	119 Chestnut Avenue Atlantic Highlands NJ 07716
Details	FOR-24000950	Purchased - Third Party	7/15/2024	Mortgage Assets Management, LLC	Leanore Pisarcik a/k/a Lee Pisarcik, her heirs, devisees and personal representatives and his/her, their or any of their successors in right, title and interest	47 Old Orchard Lane Ocean NJ 07712
Details	FOR-24000192	Purchased - Third Party	7/15/2024	Wilmington Savings Fund Society, FSB, as Owner Trustee of the Residential Credit Opportunities Trust VII-B	GTorres Investment LLC, Danielle Tucci aka Danielle A. Taglianette et al.	1906 Westfield Street (commonly known as City of Oakhurst) Ocean NJ 07755
Details	FOR-23001116	Bankrupt	7/15/2024	Deutsche Bank Trust Company Americas, as Trustee for Residential Accredited Loans, Inc., Mortgage Asset-Backed Pass-Through Certificates, Series 2006-QA10	Stephen Zielinski, et al	38 Herbert Road Robbinsville NJ 08691

Open the listing detail. Look for the “Approx Upset” amount which is usually the foreclosure judgment amount or opening bid.

Sales Listing Detail (Monmouth County, NJ)

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Sheriff #:	FOR-24000192
Court Case #:	F00703020
Sales Date:	7/15/2024
Plaintiff:	Wilmington Savings Fund Society, FSB, as Owner Trustee of the Residential Credit Opportunities Trust VII-B
Defendant:	GTorres Investment LLC, Danielle Tucci aka Danielle A. Tagliante et al.
Address:	1906 Westfield Street (commonly known as City of Oakhurst) Ocean NJ 07755
Description:	Dimensions of the Lot (Approximately) 100 x 100 Nearest Cross Street: Carol Avenue
Approx. Upset*:	\$396,681.29
Attorney:	Greenspoon Marder, LLP

Make sure to read the description section as well, sometimes it will list any additional fees. If there are 2 upset dollar amounts, always use the higher amount.

The status history will let you know if the property sold or was cancelled.

Status History

Status	Date	Amount
Purchased - Third Party	7/15/2024	\$518,000.00
Adjournment Defendant	7/15/2024	\$0.00
Adjournment Defendant	6/17/2024	\$0.00
Scheduled	5/20/2024	\$0.00

As always, verify the sales price using the methods we teach in the Panning Ebook. Also research ownership and debt as outlined.

Estimated surplus for this case would be \$121,318.71 (\$518,000 - \$396,681.29)