

THE DEED BUYER KIT

Turn recorded deeds into a short list of repeat buyers: the five clues, the buyer log, the count prompt and the do-not-contact checklist (Florida example)

A sale of a house normally leaves a recorded deed. In Florida the county clerk keeps deeds and mortgages together in one public series called the Official Records. The documentary stamp tax paid on a deed lets you work back to roughly what was taxed (check how your county clerk shows the stamp amount). That tells you who bought and about what was taxed. It does not tell you who will buy from you. This kit uses Florida's rates as the worked example, checked October 10, 2026 on the official pages listed on page 4. Your state's rates and rules differ: check them.

Educational only. Not legal advice. Not affiliated with the State of Florida, the Federal Trade Commission or any Florida agency. No income or results are promised.

THE 5 CLUES

- Clue 1. Pull the deeds recorded in the last 90 days from your county clerk's records (90 days is my suggestion, not a rule). Florida Statutes 28.222(2): the clerk "shall record all instruments in one general series called "Official Records.""
- Clue 2. Read the stamp. Florida Statutes 201.02(1)(a): "on each \$100 of the consideration therefor the tax shall be 70 cents." Florida Department of Revenue: "In all Florida counties except Miami-Dade, the tax rate imposed on documents subject to tax is 70 cents on each \$100 or portion thereof of the total consideration." So: taxed amount = deed stamp / 0.007. The tax is charged per \$100 or part of \$100, so the result is the amount rounded up to the next \$100.
- Clue 3. Look for a mortgage recorded the same day for the same buyer. Florida Statutes 201.08(1)(b): "the tax shall be 35 cents on each \$100 or fraction thereof of the indebtedness or obligation evidenced thereby." So: loan = mortgage stamp / 0.0035. My take: no mortgage can hint at a cash purchase, but it is not proof (a mortgage may be recorded on another day, or the buyer may have paid another way).
- Clue 4. Paste the rows into Claude and use the count prompt on page 2. It counts deeds per buyer, shows its arithmetic, writes CANNOT TELL when a field is missing and flags company names. Then check three rows by hand.
- Clue 5. Keep only the buyers who keep buying. Send one useful message the way each person allows (page 4). Log every reply and every "stop."

WORDS YOU WILL SEE ON A DEED

Grantee = the party who receives the property (on a sale, the buyer). Grantor = the party who transfers it (the seller). Florida Statutes 201.02(8) uses the phrase "a named grantee." Your log's buyer column is the grantee column.

THE BUYER LOG (TEMPLATE: INVENTED NAMES, EXAMPLE ONLY, NOT REAL SALES)

Recorded	Grantee (buyer)	Deed stamp	Taxed amount	Mortgage stamp	Loan	Repeat
Jan 12	SAMPLE BUYER A LLC	\$700.00	\$100,000	\$245.00	\$70,000	1
Jan 19	SAMPLE BUYER B LLC	\$1,050.00	\$150,000	none seen	-	1
Feb 03	SAMPLE BUYER A LLC	\$840.00	\$120,000	\$294.00	\$84,000	2

Taxed amount = deed stamp / 0.007 (Florida, outside Miami-Dade). Loan = mortgage stamp / 0.0035. Check: $700 / 0.007 = 100,000$ and $245 / 0.0035 = 70,000$. Repeat = how many deeds that grantee has in your list. Invented numbers for practice, not real sales and not typical.

THE COUNT PROMPT (PASTE INTO CLAUDE)

Copy, paste, then add your rows below it

You are helping me read recorded property deeds. Below are rows copied from my county clerk's public records search. Columns: recording date, grantee (the buyer), grantor (the seller), deed stamp amount, mortgage stamp amount (may be blank). Do these steps. 1) Count how many deeds each grantee appears on and list the grantees with 2 or more, most deeds first. 2) For every row show the arithmetic: taxed amount = deed stamp / 0.007 and loan = mortgage stamp / 0.0035. 3) If a field is missing or unreadable, write CANNOT TELL. Do not guess. 4) Flag grantees whose name contains LLC, INC, CORP, TRUST or LP so I can look them up in the state's business entity records. 5) Do not guess names, phone numbers or addresses. Finish with a table, then list three rows I should check by hand.

THE THREE-ROW HAND CHECK

- Pick the first, the middle and the last row Claude gave you.
- Open each deed on your clerk's site. Confirm the buyer name, the recording date and the stamp amount match the row.
- If one row is wrong, throw out the whole result and paste smaller batches (about 25 rows at a time, my suggestion).
- Anything marked CANNOT TELL stays blank until you have read the record yourself.

LOOK UP COMPANY NAMES

- Florida's Division of Corporations site is described on its own page as "the State of Florida's official business entity index and commercial activity website" and lists "Look up a Business" as a popular task: dos.fl.gov/sunbiz/. Other states have their own business entity search.

WHAT A STAMP CAN AND CAN'T TELL YOU (THE OFFICIAL WORDS)

The mortgage counts inside the amount taxed (Florida Statutes 201.02(1)(a))

"For purposes of this section, consideration includes, but is not limited to, the money paid or agreed to be paid; the discharge of an obligation; and the amount of any mortgage, purchase money mortgage lien, or other encumbrance, whether or not the underlying indebtedness is assumed."

Florida Department of Revenue's own example

"Linda gives Susan \$30,000 as a down payment, and Susan takes back a note and mortgage from Linda in the amount of \$150,000. Since there is no other consideration for the transfer, the tax is calculated on \$180,000 (the \$30,000 paid and the \$150,000 to be paid)."

A tiny stamp is not a tiny price (Florida Department of Revenue)

"If the deed reflects nominal consideration, such as "love and affection and \$1" or "\$10 or other good and valuable consideration," then \$0.70 tax is due." Some transfers are exempt (Florida Statutes 201.02(7)), so a stamp may not equal the price. Check what your own clerk's results page or deed image actually shows before you rely on any stamp math.

Miami-Dade County is different (Florida Department of Revenue)

"The tax rate for Miami-Dade County is 60 cents on each \$100, or portion thereof, of the total consideration. Miami-Dade County also has a surtax of 45 cents on each \$100, or portion thereof, of the total consideration. The surtax is not due on a document that transfers only a single-family dwelling."

A company can change owners with no new deed (Florida Statutes 201.02(1)(b) and (1)(d))

"...tax is imposed on each such transfer of an interest in the conduit entity for consideration..." and "Taxes imposed by this subsection shall be paid pursuant to s. 201.133 when no document is recorded." My take: a deed list can miss a change of who owns an LLC.

A PUBLIC RECORD IS NOT PERMISSION TO CONTACT

Open to inspect and copy (Florida Statutes 28.222(7)(a))

"All instruments recorded in the Official Records must remain open to the public, under the supervision of the clerk, for the purpose of inspection thereof and of making copies therefrom."

Florida's telephone solicitation law (Florida Statutes 501.059(8)(a))

"A person may not make or knowingly allow to be made an unsolicited telephonic sales call if such call involves an automated system for the selection and dialing of telephone numbers or the playing of a recorded message when a connection is completed to a number called without the prior express written consent of the called party." Federal rules and other states' rules also apply. Check the National Do Not Call Registry (Federal Trade Commission, not affiliated with this kit): [donotcall.gov](https://www.donotcall.gov).

THE DO-NOT-CONTACT CHECKLIST (BEFORE ANY MESSAGE GOES OUT)

- ☐ I have the person's consent for the channel I am using (written consent for texts or automated calls).
- ☐ I checked the National Do Not Call Registry (donotcall.gov) and my state's list.
- ☐ Every message has a clear way to say stop, I honor it the same day and I log it.
- ☐ I never pressure anyone, and I never go onto private property without permission.
- ☐ I keep only what I need (name, entity, address, date) and delete the rest.
- ☐ I asked a lawyer about my state's rules before I scale this up.

THE ONE-MESSAGE OUTLINE (TEMPLATE, FOR MAIL OR EMAIL WITH AN OPT-OUT)

Fill the brackets, keep it under 80 words

Hi [FIRST NAME], I saw that [COMPANY] bought in [AREA] in [MONTH] (public record). I [WHAT YOU DO IN ONE LINE]. If it would be useful, I can send [WHAT YOU OFFER]. If you would rather not hear from me, reply STOP and I will not contact you again. [YOUR NAME, BUSINESS NAME, MAILING ADDRESS]

30-DAY TRACKER (ONE LINE PER WEEK)

Week	Deeds pulled	Repeat buyers	Messages sent	Replies	Stops
1					
2					
3					
4					

WHERE THIS COMES FROM (THE EXACT PAGES CHECKED OCT 10, 2026)

- Florida Statutes 201.02, Tax on deeds and other instruments relating to real property
- Florida Statutes 201.08, Tax on promissory or nonnegotiable notes ... (mortgages)
- Florida Statutes 28.222, Clerk to be county recorder
- Florida Statutes 501.059, Telephone solicitation
- Florida Department of Revenue, Florida Documentary Stamp Tax
- Florida Division of Corporations (Sunbiz)
- National Do Not Call Registry (Federal Trade Commission)

Checked October 10, 2026. Rates, rules and web pages change; read the live page and your own state's and county's rules before you rely on a number. Educational only. Not legal advice. Not affiliated with the State of Florida, the Florida Department of Revenue, the Federal Trade Commission or any Florida agency. No income or results are promised.

Want a list built for you?

- I sell ready-made lists of people and businesses to contact. Message me LIST.
- Free community, more plays like this: skool.com/unlimitedleads
- Email what you send: EmailClik.com finds + verifies addresses (free version)