



**SURPLUSDATABASE.COM**

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## **SURPLUS LISTS OUTSIDE OF FLORIDA**

When we first created SurplusDatabase.com, the surplus lists were all from Florida Counties. After many requests for surplus lists from other states/counties, we began to investigate. Although surplus lists are “public record” and available to anyone who seeks them out, it is a massive under-taking to keep up with the continual collection of these lists. Providing those lists would greatly distract from our main services of providing high-end Florida Surplus records, Property Information Reports, Lien Research, Claim Forms and Client Support. Therefore, we decided to direct clients to another company who already provides surplus lists outside of Florida so we can concentrate on what we do best.

That company is Tax Sale Results <https://taxsaleresults.com>

They do a fantastic job of collecting and distributing surplus lists. However, that is the extent of their service. Therefore, we offer to our clients, two services that will enhance the surplus lists obtained from Tax Sale Results:

1. Once you have a surplus list, you can request from us to obtain the claim form, claim process and/or contact information for that county office so you can obtain the information (additional fees involved)
2. You can request assistance from our in-house Virtual Assistant to convert your lists into the format that imports into your database. If you'd rather do it yourself for free, we have videos showing how to convert different file types to the Import Spreadsheet we supply to you.

Or, if preferred, we do have a video training series on “How to Convert” certain file types into the format that will import into your online database.

You may ask, “Why do I need Surplus Database?, Why don’t I just use the Florida County lists I get elsewhere?”

1. **We deliver the fresh new surplus records every day.** Others wait for the county to put out a new surplus lists, months or even a year after the auction and by then, our clients already signed those property owners to a Contingency Agreement or Assignment of Interest.
2. **We give you the Owners Name and Mailing Address on every record.** Others only give you the exact list as the county puts it out there, which does not include all the info you need.
3. **We obtain the Property Information Reports** for the tax deed records so you can see if there are any liens on the property that would take the surplus. Others just tell you there is \$55,000 in surplus but then you find out there is \$100,000 in liens or a mortgage.
4. **We teach you how to research the Property Information Reports and How to research any liens that are mentioned on the report.** Others do not teach any of this.
5. **We give you the County Surplus Claim Form and all Client Forms you need.** Others do not give any of the forms at all
6. **On our Pro Subscription Level, WE research the liens** that may be on the property if the surplus is over \$15,000. Others supply nothing close to this.
7. **Once you obtain a client, you also need the following items, which WE will obtain for you.** Others do not go anywhere near this level of service.
  - Surplus Notice sent from the county
  - Copy of the property deed
  - Copy of the Lien Document filed with the county (If your client is the lien holder)

## HOW FLORIDA COUNTY TAX DEED AUCTIONS DIFFER FROM OTHER STATES

The surplus lists for Florida Counties that are given by others are obtained months or a year after the auction date. This is the way it is done in other states, but for Florida counties, they operate differently.

In Florida, once an auction is over, there is no redemption period for the property owner. Therefore, any surplus generated from the auction is good to go.

In other states, after the auction, a property owner may have 1-2 years to redeem their property. Therefore, you cannot count on that surplus until the county actually puts out their surplus list (most do 1-2 times per year)

Some Florida Counties hold their tax deed auctions online. We live watch the auctions and along with our pre-research from before the auctions, our results are ready as soon as the auction ends. We give the surplus records along with the owner name and mailing address. We also give the Property Information Reports so you can see if there are any liens on the property that may take the surplus. We also train you on HOW to research the property reports and any liens they may mention.

Someone out there is telling people to “not worry about the liens because in Florida they go away after 120 days”. There are so many misleading statements in that one sentence.

The new statute regarding the 120-day deadline is good only for those tax deeds that were applied for after Oct 1, 2018. There are still tax deeds being auctioned today that were applied for before Oct 1 and therefore, they do NOT fall under the new statute. You need to know the ‘Tax Deed Application Date’ before assuming the liens will go away. It is not 120 days after the auction. It is 120 days “after the county mails the surplus notice”. The county has 90 days in which they need to handle their business. So the true deadline would be 210 days (120 + 90) to be absolutely sure. While you are waiting for the liens to expire, our clients already contacted the property owner and had them sign an agreement and now they are waiting out the deadline together. You lost that possible client 7 months ago. You cannot wait for Florida Counties to put out their own surplus list or you already lost. With our Florida records, they are in your hands same day as the auction.

**WE HIGHLY RECOMMEND YOU BEGIN IN FLORIDA, LEARN THE PROCESSES, GET COMFORTABLE WITH THE TAX DEED SURPLUS BUSINESS AND THEN BRANCH OUT TO OTHER STATES.**