

CASE STORY, ILLUSTRATIVE

A Missing Owner and a Deal About to Stall

An invented but typical research problem, shown in three parts.

The problem

A small investment team wanted to buy a 12-acre parcel. The county record showed the owner as an LLC with a mailing address that was returned as undeliverable. Calls to the listed number reached no one, and the team had two weeks before their financing offer expired.

What was done

- 1. Searched the state business registry and found the LLC was dissolved two years earlier, with a named registered agent.
- 2. Checked the recorder for the last deed and a trust transfer, which pointed to the former manager.
- 3. Matched the manager to a current address through public records and a probate filing for a family estate.
- 4. Prepared a one-page owner brief with sources and a short letter for the team to send.

The result

Measure	Before	After
Owner identified	No	Yes, with 3 matching sources
Contact made	None in 6 weeks	Reply in 4 days
Time spent	Open ended	About 2 working days
Deal status	Stalled	Under contract before the deadline

Why it worked

Each step was logged with its source so the team could trust and re-check it. Rather than guess, the research compared three independent records before naming anyone as the owner.

Illustrative example. Details, names and outcomes are invented to show how a problem is documented.