Nexis® for Development Professionals Search Tip

How to Uncover Prospects in Affluent Areas

You can uncover a list of prospects by targeting an affluent neighborhood/community in your area. This search is a great way to find new prospects.

Search instructions:

1. **All Public Records Tab**
2. **All Searches Tab**
3. Select **Real Property** and the **Terms and Connectors** button.
4. Under **Available Segments**, select **Property Address** from the pull-down menu.
5. In the next box type in **ponte vedra** and then click **Add**. The information will automatically populate box under **Enter your search terms** above.
6. Under **Restrict By Date/Value**, select **Sale Price (Numeric)**.
7. In the **From** box, input numeric figure. (If you want homes where the sale price is between $4 million and $8 million, you enter **4000000** in the **From** box and **8000000** in the **To** box.)
8. Click **Add** and this will automatically populate the box under **Enter your search terms** above.
9. Click **Search** for results. The search above will provide you a list of homes wherein the property address is in Ponte Vedra and the sale price was between $4,000,000 and $8,000,000.

For further assistance with this type of search, contact LexisNexis® customer support at 800-543-6862.