

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.

Real Property Make this my Start Page View Tu

People **Businesses** **Location** **All Searches** Coverage

Enter information in at least one field below.

Form Search Terms and Connectors

Enter your search terms

sale-price (btw 4000000 and 6000000) AND property-address (ponte vedra)

Available Segments

Note: Select a document segment, enter search terms for the segment, then click Add

Restrict By Date/Value

Note: Select a date/value restrictor, enter search terms for the date/value restrictor, then click Add

Search Connectors

and and w/N within N words and not and not
or or pre/N precedes by N words

Source All Current Records Only

Save Search Search Clear Form

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