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.