

PropStream Filter Cheat Sheet



Use this easy guide to build cleaner, more focused lists in PropStream. Each section shows which filters to use, how to set them, and why they work. These steps will save time, reduce bad data, and help you find motivated sellers faster.

■ Vacant Land Filters

Filter	Setting	Why It Matters
Property Type	Vacant Land	Focus only on land parcels. This keeps your list clean and simple, aimed at sellers who own empty lots.
Lot Size	At least 5,000 sq ft	Removes small side lots or narrow land that can't be easily built on or sold.
Assessed Value	\$25,000 or more	Avoids very low-value or unusable lots that won't attract real buyers.
Improvement Value	> 0 (optional)	Land with small sheds or structures might already have power or utilities connected.
Zoning	Residential or Commercial	Avoids government or utility-owned land that can't be developed or sold.
Has Address	Yes	Make sure every parcel has a valid address for skip tracing or direct mail.
Owner Name	Exclude: Church, LLC, City, County	Filters out business or government owners who almost never sell.

■ Commercial Property Filters

Filter	Setting	Why It Matters
Property Type	Commercial, Retail, Office, or Industrial	Focus on business-type properties with higher potential value and opportunity.
Owner Occupied	No	Avoid properties where the owner also runs their business—they rarely sell.

Assessed Value	\$100,000 or more	Keeps quality commercial properties, removing small, low-value parcels.
Lot Size	At least 5,000 sq ft	Larger properties are easier to redevelop or market to investors.
Years Owned	10 or more	Long-time owners are more likely to consider selling or retiring.
Equity	40% or higher	High equity means more flexibility when negotiating price or terms.
Mailing Address	Exists = Yes	A working address is needed for outreach and skip tracing.
Has Address	Yes	Avoid parcels missing important location details.
Owner Name	Exclude: Church, Inc, LLC, State, County	Removes institutional or non-motivated owners unlikely to sell.

■ ■ General Best Practices

Filter	Setting	Why It Matters
List Stacking	Combine: Probate + Absentee + Equity + Age	Mixing different distress signs helps find motivated sellers faster.
Address Check	Has Address = Yes	Don't waste time or money skip tracing missing addresses.
Name Exclusions	LLC, Church, County	Avoid groups or institutions that aren't selling off-market.
Weekly Review	Track % valid & skip-trace results	Helps you see which lists perform best and stay organized.
Preset Filters	Save in PropStream	You can reuse your best filter setups with one click for faster workflow.

By following these filters, you'll remove more than half of bad or unusable data before skip tracing. That means less wasted time, lower marketing costs, and better-quality conversations with real sellers.