

Current Listings Clients

Last Name	Phone Number	Community	Motivation Level	Price (approx sale price)	Rank A,B,C
			Total Potential:	\$	

Current Closing Clients (Pending Deals)

Last Name	Phone Number	Community	Transfer Date	Sale Price	Contingencies Removed
			Total Potential:	\$	

“A” Level Potential Business (Potential Buyers, Listings, Current Listings, Current Closings)

Category	# of Units	Total Sales Volume
Potential Listings		
Potential Buyers		
Current Listings		
Current Closings (Pending)		
Closed Sales YTD		
Total “A” Potential:		\$

“A, B & C” Level Potential Business (Potential Buyers, Listings, Current Listings, Current Closings)

Category	# of Units	Total Sales Volume
Potential Listings		
Potential Buyers		
Current Listings		
Current Closings (Pending)		
Closed Sales YTD		
Total All Levels Potential:		\$