

SOURCES OF BUSINESS SPREADSHEET

TIME PERIOD: _____

SOURCE OF BUSINESS:	# OF TRANSACTIONS:	% OF TOTAL BUSINESS:
ABSENTTE OWNERS		
AD CALLS		
AGENT REFRREALS		
COLD CALLING		
DEMOGRAPHIC FARMING		
DRA		
EXPIREDS		
FLOOR TIME		
FSBOS		
INTERNET		
JL/JS CARDS		
MAILINGS		
OPEN HOUSE		
OTHER		
PROQUEST - BUYERS		
PROQUEST - SELLERS		
REFERRALS		
REPEATS		
TRADITIONAL FARMING		
TOTALS:		100%