# **Lead Sources Report**

#### **SUMMARY**

The Lead Sources Report provides a breakdown on the number of closed transactions, commission, and the sales volume generated by each lead source.

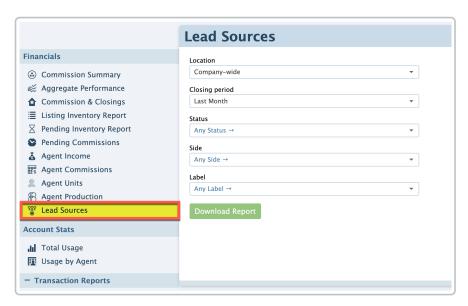
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### Download a Lead Sources Report

To generate a Lead Sources report:

- 1 Click [Reports] from the top menu.
- 2 Click [Lead Sources] from the Financials section of the left menu.



- 3 If your company has more than one Location in Pipeline, select your desired Location from the dropdown list. By default, Company-wide will be selected.
- 4 Choose your desired Closing Period range from the drop down menu. By default, Last Month will be selected.
- 5 **Select any desired optional filters.** Choose from the remaining optional filters *\$\mathcal{C}\$ tatus, Side,* and/or *Label*) to determine which transactions will be included in the report.
- 6 Click [Download Report].

## Read the Report

To read the downloaded Lead Sources report:

1 Open the document from the saved location on your computer.

Lead Sources PP Test Realty, LLC - 2020 (as of Jun 9, 2020 at 11:40 a.m. ET)					Pipeline for Carol Francis on June 9, 2020, 11:40 a.m. ET
Lead Source	Transactions	То	tal Commission	Sales Volume	
Realtor.com		4	\$34,022.50	\$1,130,750.00	
Referral		1	\$14,250.00	\$475,000.00	
Sphere of Influence		3	\$56,025.00	\$2,226,000.00	
Trulia		1			
Totals		9	\$104,297.50	\$3,831,750.00	

To rank the lead source performance of a specific stat, sort the downloaded report by that column in your spreadsheet software. Learn more Spreadsheet Superpowers for Your Pipeline Reports →