

THE REAL ESTATE

C L U B

KPI's

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
Number of prospecting calls				
How many appraisals				
How many listings				
Price reductions on overpriced properties				
Number of sales enquiries				
Number of deposits				
Number of unconditional contracts				
How much commission brought in				
Number of referrals				
Number of people added to your database				
How many video testimonials you received / ratings on review sites				