

REAL ESTATE LEAD TRACKER

Agent Weekly Contact Log

Week of: _____

LEAD NAME / PHONE	PROPERTY INTEREST	SOURCE	CONTACT METHOD	STATUS	NEXT STEPS / NOTES
John Doe 555-0123	123 Maple St. \$450k Range	Zillow	Call Email	Hot	<i>Wants a showing Saturday morning. Prequalified.</i>
Sarah Jenkins 555-0199	Condos Downtown	Open House	Call Text	Warm	<i>First-time buyer. Need to send lender list.</i>
Michael Smith 555-0144	Investment Multi-family	Referral	Email Text	Cold	<i>Looking for 1031 exchange options later this year.</i>

Total Leads Contacted: _____ Appointments Set: _____ Follow-ups Required: _____