Lead Sources Report FAQ

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The Lead Sources report ranks your closed business by where the lead came from. Answers to the common questions about access, empty reports, and reporting on lead sources without the module.

What's the difference between Lead Sources and the Lead Sources report?

One is the field, the other reports on it. The lead source is recorded on each transaction. The Lead Sources report totals your closed business by that field.

I don't see Lead Sources on my Reports page. Why?

The report comes with the Commission Module. Without the add-on, filter by lead source in Global Search and download a transaction spreadsheet with the lead source columns instead.

The report is blank even though I have closed transactions. Why?

Commissions haven't been entered on them yet. Commission Module reports read closed transactions where commissions have been managed in the module, so the reports fill in as you enter them.

Can I run it for a single agent?

Not from this report. It groups by lead source across the transactions your filters return. For one agent's lead sources, the Agent Income report carries buyer and seller lead source columns.

Does it include pending transactions?

It reports on closed business. Use the Status filter to narrow further within what's returned.

Can I rank my lead sources?

Yes, in your spreadsheet. Sort the download by the column you care about, whether that's closings, commission, or sales volume.

Learn More

Find out which lead sources actually produce. Closings, commission, and sales volume are broken out by where the business came from.

See [Lead Sources Report]

Still Have Questions?

Didn't find your answer above? Email us at help@paperlesspipeline.com and we'll help.