



## MANUAL ENTRY LEAD

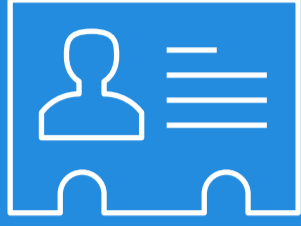
Phone, Walk-in, Trade Show, etc.



## AUTO GENERATED LEAD

Website, Portal, Facebook, etc.

### NEW CONTACT



When a **new lead** is entered into Propertybase a **contact record** is created.

CONTACT RECORD

### NEW INQUIRY



If a lead contains **inquiry data**, an **inquiry record** is created and linked back to the contact.

INQUIRY RECORD

### LISTING MATCHING



Propertybase uses **inquiry data** to search available inventory and find the **perfect listing**.

INQUIRY RECORD

### LISTING RESULTS



Narrow your search with **robust filtering options** and **multiple views** like thumbnails, maps, etc.

LISTING RECORDS

### OFFERS



Offers are **associated with a Listing and Contact** and contain buyer & seller data, counter offer data and more.

OFFER RECORD

### CLOSINGS



Closings allows you to **manage tasks**, activities and personnel, **commissions**, **escrow deadlines** and more.

CLOSING RECORD

Website, Portals



MLS



Referrals



#### EMAIL LISTINGS



Listings that match your customer's buying preferences can be sent using **branded email templates**.